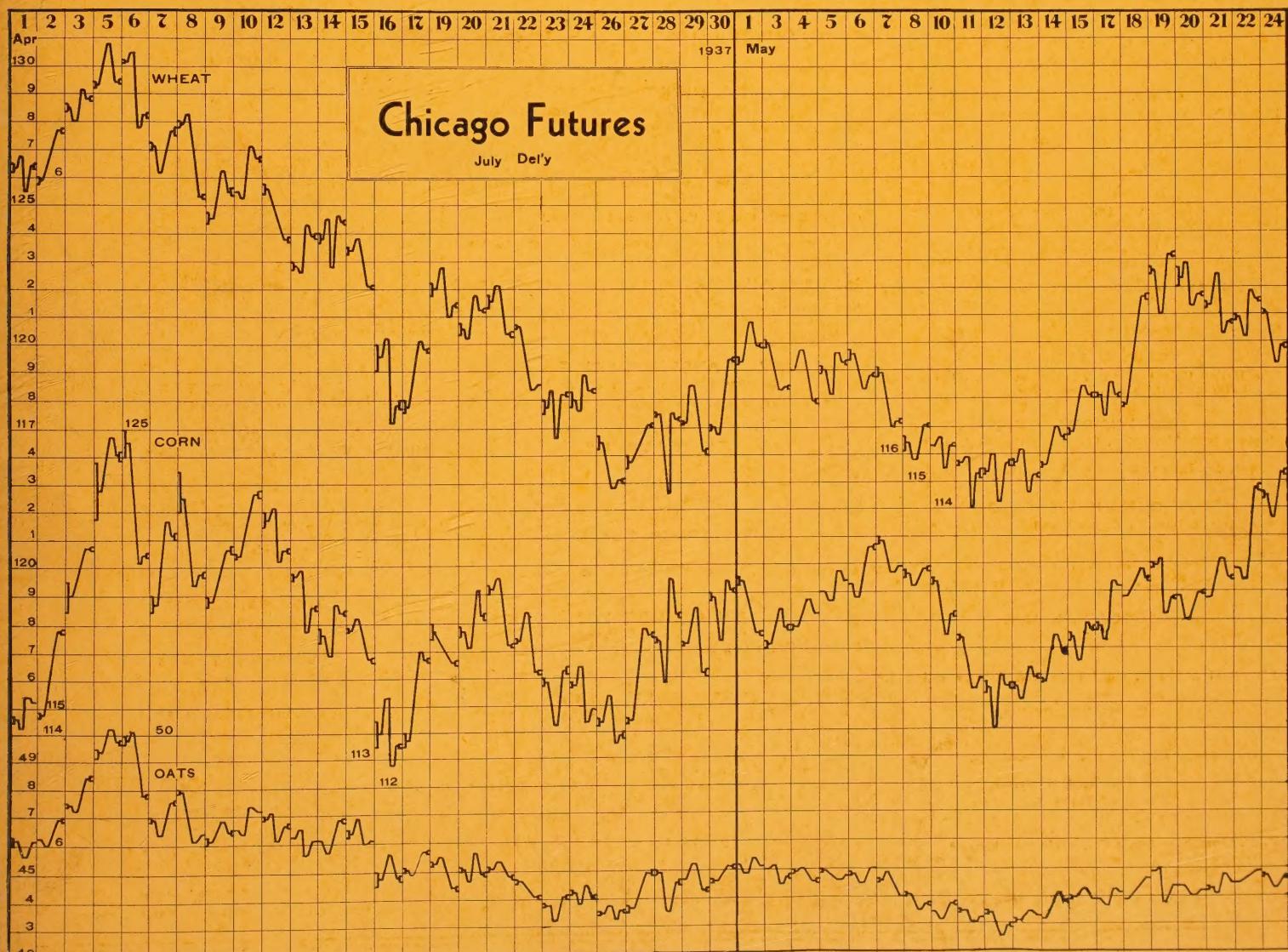


# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.*



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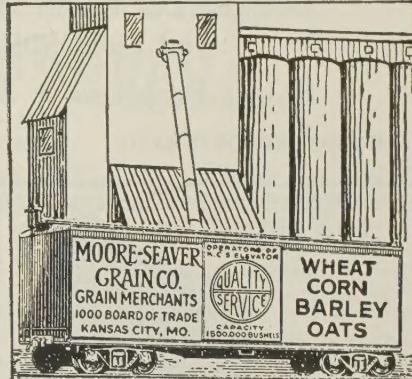
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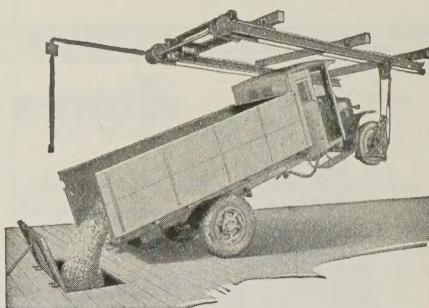
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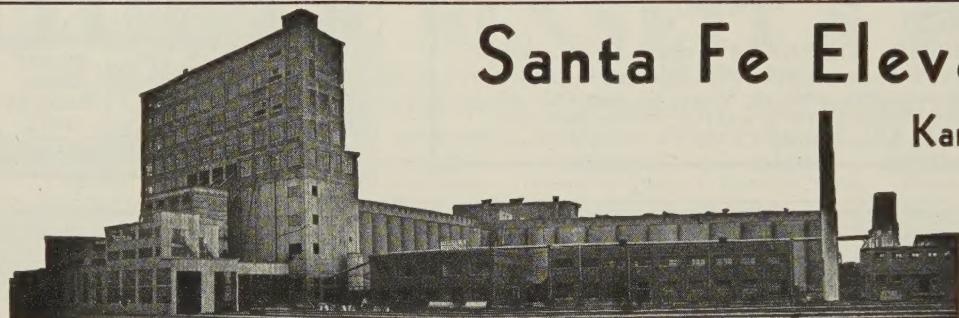
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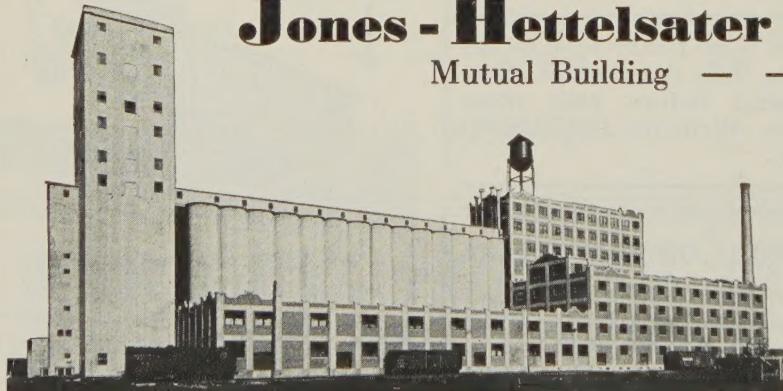
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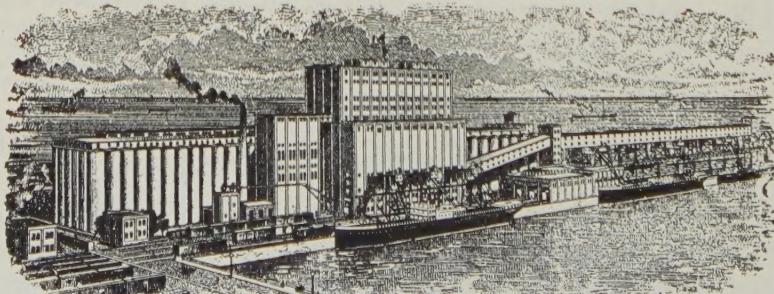
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New modern frame grain elevator 24x30x40 ft. to eaves with 12" concrete walls, concrete floors, man lift, dump scales, driveway leanto over scales and office. Fairbanks automatic grain scale. Machinery alone cost over \$2500. Adjoining engine house with Sandwich 8 HP. engine. A frame corn crib—8x38—11 to 12 feet high, in good condition. A metal clad 16x20 feed and cement shed with 20x56 frame coal shed attached, cement foundation, floors, and partial concrete walls, all painted, in good condition and appearance. Seven-room, two-story house, modern, costing over \$4,000 to erect, a 54x108 frame lumber shed open, with center driveway. A new store building and office erected in 1934—size 20x24—modern in every way. Scale shed attached.

All buildings fully equipped, in good physical and working condition. Elevator just covered with copper alloy siding, and most buildings just painted. Stock consists of lumber, coal, hardware, twine, salt, seed and feed in season posts, tile. Competition friendly. Replacement value of buildings \$20,950.00. A real bargain—small fraction of replacement. Address 78J14, Grain & Feed Journals, Chicago.

## KEEP POSTED

### GRAIN & FEED JOURNALS

CONSOLIDATED  
332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

State .....

## ELEVATORS FOR SALE

KANSAS—14,000 bu. elevator; priced to sell; fully equipped; fine shipping point; crop prospects excellent; illness; worth investigating now. Address 78J13, Grain & Feed Journals, Chicago.

### SCOTTS GRAIN ELEVATOR

Hay, Seed, Bean  
and Fuel Business for sale.  
White Sales Corporation, Scotts, Mich.

NEBRASKA—Grain, Coal and Lumber Yard office with 25 ton Howe Scale, located on the U.P. right of way, small modern residence and public garage on lots joining yard; all on main business street; good condition; located here 48 years, County Seat; crop prospects good. Want to retire; priced at a bargain. J. C. Wright & Son, Papillion, Nebr.

SOUTHWESTERN OHIO—25,000 bu. ironclad grain elevator on own ground and side track; fully equipped with cleaners, sheller, hammer mill, etc. Located Preble county; good roads, school, churches. Handle all grains, feeds, coal, etc. No competition. Priced right for quick sale. Owner wishes to devote his entire time to other interests. R. O. Klepinger, Ingomar, Ohio.

NEW MEXICO elevator for sale, 22,000 bu. capacity; good as new; 12 bins; in excellent farming district; have large acreage of wheat, looking fine, with plenty of moisture. Large raw crops milo, kafir, hegari, sudan, cane corn. Have fine business, both wholesale and retail on grain, feeds, seeds, cake, meal, coal. Well located. Plenty of trackage and electric power. Built in 1929. No indebtedness. For information write Farmers Grain, Inc., Melrose, N. M.

## ELEVATORS WANTED

WANT TO LEASE grain elevators in good territory in Ohio, Indiana, or Illinois. Address 78J2, Grain & Feed Journals, Chicago.

WANTED—To lease, a country grain station in Illinois, by experienced grain man. Reply to 78J7, Grain & Feed Journals, Chicago, Ill.

## BOOK WANTED

WILL PAY \$5.00 for one copy WORRALL'S, THE GRAIN TRUST EXPOSED. Professor James E. Boyle, Ithaca, New York.

## BUSINESS OPPORTUNITIES

S. E. PENN.—Commercial feed plant; reasonable capacity, thoroughly equipped; modern; best shipping and transit facilities; going concern long established; exceptional opportunity. Address 78G9, Grain & Feed Journals, Chicago.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

PENNSYLVANIA—Mill, an established fertilizer, grain and feed business; grinding, mixing, wheat cleaner, loader, etc., operated by electric low power rates; private railroad siding; modern dwelling; good business; excellent community. L. G. Brubaker, Lititz, Lancaster Co., Penn.

LARGE ALFALFA MILL for sale; located in Omaha on trackage, consisting of: Mill building, Crib Elevator, Drier, Boiler house and office building. Mill complete with two 200 HP direct connected Williams Hay Grinders; Two Molasses Mixers; 50 car Molasses Storage. Complete machinery for processing scratch grains. Write for complete details. PURITAN MANUFACTURING COMPANY, Omaha, Nebraska.

ILLINOIS—Feed manufacturing plant, long established; 3-story brick; storage tank in basement for tank car molasses; feed grinding; oat hulling; large corn sheller; stone buhr for table meal, graham flour; new molasses machinery. All in good condition on railroad track in county seat, 5 hard roads, wonderful stock and grain section; located here 33 years; want to retire. J. W. Challacombe, prop. Princeton City Mills, Princeton, Ill.

## MILL FOR SALE

FOR SALE—60 bbl. flour and feed mill, house and two acres land. Electric power. P. T. Baranowski, Kellnersville, Wis.

## HELP WANTED

ASSISTANT MANAGER wanted for country elevator. State experience and give references. Address 78K7, Grain & Feed Journals, Chicago.

WANTED—Salesmen to handle best line of farm salt to elevators and stores on commission basis. For particulars, write Box 328, Saginaw, Mich.

## SITUATION WANTED

POSITION WANTED by a young lady bookkeeper and typist. Thoroughly experienced in elevator business. Address 78K4, Grain & Feed Journals, Chicago, Ill.

POSITION WANTED as manager of country elev., preferably in corn belt, but will go anywhere; 20 yrs.' experience in grain bus., mostly in Iowa; 3 yrs.' feed manufacturing; expert accountant; well versed Social Secur. Income; ref. Write 78K8, Grain & Feed Journals, Chicago, Ill.

## SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4 1/2x7 inches. Have limited supply to sell at \$2.35 per hundred, or 500, \$10.00 plus postage. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## MACHINES FOR SALE

**DREADNAUGHT** Ear Corn Crusher for sale, practically new. Star Feed Co., Beresford, S. D.

**CORN CUTTER & Grader**—has motor—used very little. 76D6 Grain & Feed Jrnls., Chicago.

**INVINCIBLE** Grain Cleaner, No. 5 for sale; slightly used. Will Sacrifice. Amo Milling Co., Amo, Indiana.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 76D7 Grain & Feed Journals, Chicago, Ill.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 76D8 Grain & Feed Journals, Chicago, Ill.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 76D5 Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—J. F. Field Buckhorn Machine, used two months, too small capacity for our use. U. J. Cover Seed Company, Mt. Gilead, O.

**FOR SALE CHEAP**—Ellis 300 bushel capacity steam drier with all necessary equipment. Drier is now in use and our only reason for disposing of it is we are putting in a larger drier. Goodrich Bros. Co., Winchester, Indiana.

## MACHINERY FOR SALE

1—10 ton Fairbanks truck & wagon scale; in good condition.

1—10 ton Howe truck & wagon scale, good cond.

1—10 in. IHC burr mill.

1—No. 6 Air blast grain loader.

1—G. E. 15 HP, 900 RPM, 3 phase motor.

1—50 bu. Fairbanks hopper scale.

1—Corn cleaner, 1—Wheat Cleaner.

1—Kewanee air lift; pulleys, shafting, etc. Reason for selling, we are wrecking our elevator.

W. E. Shutt Grain Company  
Auburn, Illinois.

## MACHINES FOR SALE

**FOR SALE**—Try me for what you want in good used machines; also new. Mixers, Elevators, Reels, complete mills, etc. T. A. McWilliams, 115 E. St. Catherine St., Louisville, Ky.

**SELLING ELEVATOR** Equipment—No. 5 Monitor Fan Mill; wagon dump with Fairbanks Scale; 1 Fairbanks Hopper Scale; 1 gas & 1 steam engine; 400 ft. 77 chain; shafting, pulleys.

Wanted—Buildings to Wreck  
Martin & Pugsley Wrecking Co., Wykoff, Minn.

## BARGAINS

Pipe, Corrugated Metal Roofing  
Guaranteed Good Condition

Pipe, cut lengths for fence posts.  
Stockyards Lumber Co.,  
4600 S. Halsted St.,  
Union Stock Yards

Chicago, Ill.

## USED MACHINERY

Attrition Mill 24" Bauer with direct connected 20 HP. motors with starter \$275.00. OIL ENGINE 10 HP. Fairbanks-Morse with clutch pulley \$150.00. FEED MILL Prater No. 5 motor driven, practically new \$225.00. FARM MOTOR 5 HP. Westinghouse portable, complete NEW \$200.00. Large stock REBUILT electric motors, all makes, types and sizes, attractively priced. GUARANTEED, write us on your requirements. ROCKFORD ELECTRIC EQUIPMENT CO., 728 South Wyman Street, Rockford, Illinois.

## MACHINERY BARGAINS

25 & 60 bbl. Midget Mills; 17, 26, 35 & 40 in. water wheels; Clipper Cleaners; No. 6 Invincible Cleaner with B.B. fan shaft; Grain Cleaners all makes & sizes; Ajax Oat Huller, Car Puller; 24-40 Gruendler Peerless Grinder, with 2 50 hp Motors; Bauer Bros., Blue Streak and rebuilt Big Chief Hammer Mills; 36" Monarch Attrition Mill, Motor driven; 24" Robinson & several other makes of motor & belt driven attrition mills; Corn crushers; motors; 2 & 3 pr. high Roller Mills. Everything for the feed mill & elvtr. Write your wants. A. D. HUGHES CO., Wayland, Mich.

## MACHINES FOR SALE

**RICHARDSON** auto. scale; large 14 in. 35 ft. centers elvtr.; truck dump; 2" x 6" cribbing at  $\frac{1}{2}$  price ready to load. W.W. Pearson, Reynolds, Ind.

**FOR SALE**—Second hand feed and elevator machinery; Tag-Heppenstall Moisture Meters; Bolinder Diesel Engines. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

## MOTORS—GENERATORS

## ELECTRICAL MACHINERY

Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

## SCALES FOR SALE

**SCALES**—New andrebuilt, every purpose, bought, sold, exchanged, repaired. Factory trained mechanics. Acme Scale Exchange, 1718 Walnut St., Kansas City, Mo.

**MOTOR TRUCK SCALES**. Bargains. All capacities. Used Scales. Shipped on 30 day free trial. Salesmen wanted. Bonded Scale Co., manufacturers, Dept. GFJ, Columbus, O.

## SEEDS FOR SALE

**ILLINI**, Manchu, Dunfield Soy Beans, Reid's, Krug and 90 Day Yellow Seed Corn. Booking Hybrid for 1938. Central Market, Macomb, Ill.

**THE WANTED-FOR SALE DEPARTMENT** of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## INFORMATION WANTED

Jesse E. McMurphy, sheriff of DeWitt County, Clinton, Illinois, will be pleased to hear from any farmer or elevator operator who has bought grain from or sold grain to either of the men whose pictures are reproduced here-with. William Hower is the owner of the trailer truck equipped with a hydraulic jack, while Price is his driver. Both are being detained in the county jail at Clinton, Ill.

Any one having dealings with either of these two men or any of the truckers whose pictures are published on the outside front cover of the April 14th Journal will please communicate with Jesse E. McMurphy, sheriff of DeWitt County, Clinton, Ill.



No. 485 — Name: William Hower.

Age: 28; Height 6 ft. Weight 150.

Eyes: Gray; Comp. Dark; Hair: Dk-Brown.

Build: Slender; Scars & Marks: None.

FPC: 13 R O

No. 486 — Name: Lee Price.

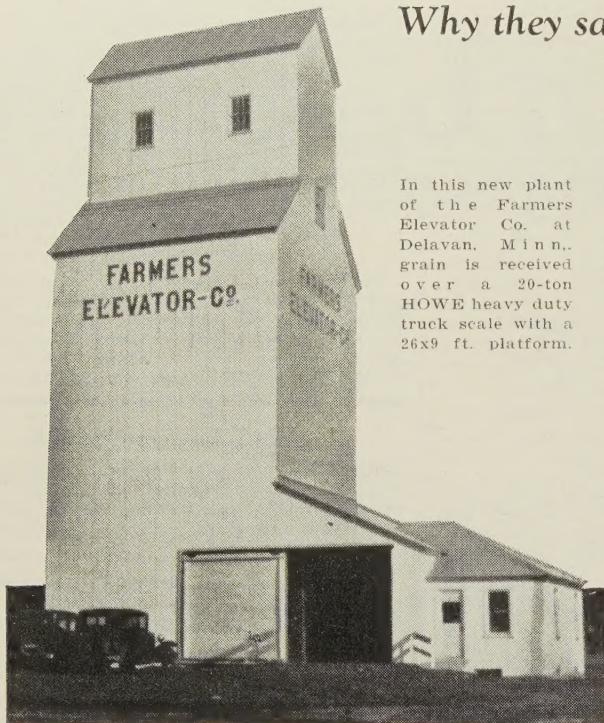
Age: 27; Height 5' 9 1/2"; Weight: 160.

Eyes: Gray; Comp: Med-Dark; Hair: Brown.

Build: Medium; Scars & Marks: None.

FPC: (30) 25 W 0 19

## The GRAIN DEALERS JOURNAL

Why they say: **REPLACE WITH A HOWE**

In this new plant of the Farmers Elevator Co. at Delavan, Minn., grain is received over a 20-ton HOWE heavy duty truck scale with a 26x9 ft. platform.

GRAIN ELEVATOR MEN who have used HOWE Scales invariably replace them with a HOWE

## THEY KNOW

THAT the HOWE is one of the strongest and heaviest scales made; THAT it is backed by 80 years of experience in the manufacture of weighing equipment; THAT its Ball-Protected-Bearing system, adjustable corner stands and simple, powerful lever system are a guarantee of quick, accurate weight readings and freedom from trouble.

## More Scale for the Money Invested

We have instances where HOWE Wagon and Motor Truck scales have been used by three generations in a business. Not long ago we received a letter from a middle West grain and feed dealer who declared that his present scale is the third HOWE scale used in his business over a period of 50 to 60 years—each previous scale having been replaced by another and larger HOWE.

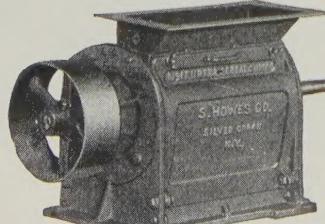
Ask the HOWE representative for details and costs, or write to THE HOWE SCALE COMPANY, Dept. J-5, Chicago; St. Louis, Minneapolis, Cleveland, Kansas City, Cincinnati, Seattle, Rutland, Vermont.

# HOWE

HOWE

FAMOUS FIRST IN 1857

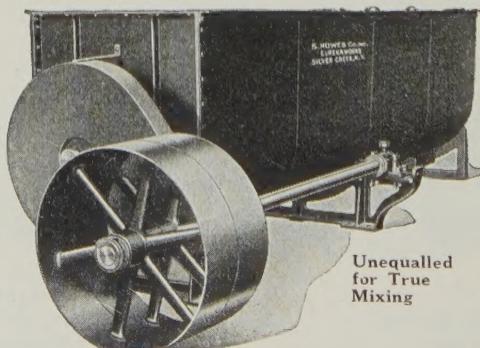
# Scales

Takes  
Small  
Space"Vertical"  
MixersAMERICA'S FINEST BUILT  
CORN CUTTERS

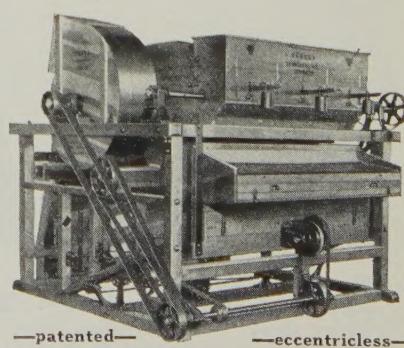
*always adds  
much more to feeds*

it's there—in every bag—for the consumer to see and judge the value of: that "deeper-golden" color those always sharper cuts a "Eureka" gives to corn . . . that smooth, even look and silky feel procurable only with the super-intense mixing action of a "Eureka", America's most used Mixer . . . that brighter, cleaner appearance a "Eureka" Cleaner adds to scratch grains. It's this something more a "Eureka" puts in every bag that lures, holds—and increases customers. And, Mr. Feed Maker, here's yours—from each bag a "Eureka" removes a considerable something—cost.

S. HOWES CO., Silver Creek, N. Y.



"Horizontal" Type

UNEQUALLED  
FOR TRUE  
Mixing

—PATENTED—

Many Sizes and Styles  
CLEANERS and GRADERS

—ECCENTRICLESS—

# GRAIN & FEED JOURNALS

CONSOLIDATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR &  
GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT - GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., MAY 26, 1937

A WELL coopered car will not scatter your grain all along the right of way.

THE only safe way to obtain an accurate weight of the grain in a trailer truck is to unload and weigh it inside the elevator.

IF YOU have sold grain to or bought grain from strange drivers of trailer trucks send us full particulars as the police authorities of several communities are making an earnest effort to secure more evidence of cheating by these operators of hydraulic jacks.

DO YOU want another depressing experience with a NRA or AAA split code authority?—then protest vigorously now to your representatives in both houses of Congress before the new law gets on the statute books. None want business to be again handicapped by impractical regulations and limitations except the bureaucrats who are anxious to get power to strangle your activities. Another Blue Eagle would banish prosperity perpetually.

MANY Grasshopper Reception Committees now being organized and supplied with bran and arsenic will be greatly disappointed if the hoppers fail to show up. Ground corn cobs should prove to be a good carrier of poison and would be much cheaper.

AN EFFICIENT separator ahead of any reduction mill will keep tramp iron out of your feed, reduce the power required to operate your plant, and minimize the wear and tear on your grinding plates. Damage suits for livestock killed by feeding hard particles are much more expensive than separators.

CROP INSURANCE that was so boldly pushed three months ago as an entering wedge for the ever normal granary is now less loudly press-agented. It seems that one by one the various farm aid nostrums are falling short in the popular demand that leads to action by Washington politicians. It is immaterial to the politicians that crop insurance has no merit. With them the question is will they gain votes by favoring it. It remains true that even a meritorious measure must have public sentiment behind it. President Coolidge once told a delegation of grain men who called at Washington to urge certain legislation that he favored it; but it was indispensable that they go back home and work up public sentiment for the bill.

BELIEVERS in self-government of the grain and stock exchanges will be pleased that a New York congressman has introduced a bill repealing the power of the federal reserve board to raise and lower margin requirements. Present requirements permit a 45 per cent extension of credit and resulting 55 per cent margin. His bill permitting a 65 per cent extension of credit would allow trading on 35 per cent margin, and has the support of prominent brokerage firms. It is ridiculous to require a customer having large resources in lands, in his business or in securities, to convert them into cash in order to trade in the market, especially when the transactions are small in comparison with the customer's real worth and reputation for meeting his obligations.

WHEN A TRUCK catches fire in your driveway and sets fire to your plant, as one did at Pleasantville, Ohio, recently, do not waste time arguing the responsibility or liability of the truck owner; put out the fire, and then read your own insurance policy.

THE SIX-HOUR DAY would not increase employment on the railroads, as claimed by the labor leaders. The bill does not limit employment to six hours, but requires all time over 6 hours to be paid as overtime, resulting in a wage increase of 33 1/3 per cent, with no extra jobs. The necessary increase in freight rates would make it more difficult for the grain shipper adjusted to rail shipment, to compete with the highway truck. It is conceivable that on account of decreased volume of business due to higher rates, the railroads will have to lay off men.

CORN from Argentina and South Africa is proving a perfect substitute for the "ever normal granary." The corn scarcity in the western part of the Belt is being relieved by generous importations, amounting in April to 9,458,000 bus., the largest monthly imports of corn on record. So far in May twenty boats have unloaded foreign corn amounting to 2,000,000 bus. at Chicago alone, 273,000 bus. being from Africa. Cattle and hog feeders who grumble at paying the freight and the duty can lay their predicament to the machinations of the A.A.A., aided and abetted by the drouth.

GROWERS of soft wheat in the Pacific Northwest who are battling for low rail rates to put their wheat into the Southeastern states in place of the soft wheats normally shipped from Ohio, Indiana, and Illinois across the Ohio River, are assuming that the scarcity of the past few years will continue in the future. With the large crops promised in Kansas and states east it is expected that the price level of wheat grown in the central states will drop to the export basis and undersell Pacific Northwest wheat even if granted low freight rates. Their legitimate outlet is for export, as is the outlet for part of the Southwestern wheat; and under such a condition it would seem wiser to work for a subsidy on all wheat exported.

The most valuable result of an education is the ability to make yourself do the thing you ought to do, when it ought to be done, whether you like it or not.

--Huxley.

## Strengthening the Trade Organizations

Grain dealers everywhere seem finally to be impressed with the fact that alone they cannot protect their business from the loud mouth agitator or check antagonistic legislation. All of the state and local associations are reporting stronger memberships and better financial conditions. Then too, the Kansas Association has voted to reaffiliate with the Grain and Feed Dealers National Ass'n, all of which makes for a better organized trade and a stronger association for defending and promoting the common interests of the trade.

Enterprising merchants who are now engaged in the grain business fully recognize the advantage of co-operating with their fellow merchants in bringing about more favorable business conditions in the interest of all concerned. Alone every grain merchant is helpless against the many discouraging factors working to undermine his business, but if he will actively co-operate with several thousand of his fellow merchants then he can confidently expect improved business conditions that will help him realize safe and sure profits.

## Successful Wheat Improvement Program

For many years the wheat of southern Indiana was noted for its objectionable mixture of wild garlic and wild onions, so that each year's crop was discounted heavily by the millers buying it. Finally one enterprising firm arrived at the conclusion that it would be far better to pay a premium for choice milling wheat of pure variety free from garlic and other foreign matter, so eight traveling trucks were equipped with machinery for thoroughly cleaning seed wheat and treating it for smut. Then too, a vigilant search was made for pure varieties of seed.

The result has been most gratifying, not only to the wheat growers, but to the millers who are now able to buy an increasing quantity of choice milling wheat of pure variety free from rye, vetch, garlic and obnoxious weed seeds.

For four years one milling firm has been paying a premium of three cents a bushel for wheat up to the standard established by a committee interested in wheat improvement. The willingness on the part of the growers to pay for the cleaning and treating of their seed wheat has encouraged the extension of this service, proving conclusively, that the farmers of southern Indiana recognize the full advantage to themselves of better agriculture and larger yields of high grade wheat.

It would seem that inasmuch as the wheat growers of southern Indiana are

willing to co-operate with everyone interested in the production of better wheat, enterprising farmers of other districts should respond readily if the grain buyers would but lead the way to established facilities for cleaning and treating seed wheat to their own great advantage and profit to their farmer patrons. One Indiana firm last year paid a premium of three cents a bushel on over 100,000 bushels. That is a pleasing reward for the industrious farmers who have striven to improve the quality of wheat produced.

## Selling the Farmer Into Bondage

The bill now before Congress to regulate farming was drafted by the American Farm Buro Federation, which body must be credited with knowing the temper of the American farmer, and the numerous provisions for fines and penalties evidently were incorporated with knowledge the producer would be unwilling to bend the knee to the dictator.

A fine of not more (at present) than \$100 is imposed on any farmer failing to furnish proofs in the manner and within the time approved, being adjudged guilty of a misdemeanor. After a year the fine will probably be increased and supplemented by exile to Alaska.

A farmer who sells more than the quota allotted him by the burocrats will be assessed a penalty of 60 cents per bushel for wheat, 10 cents a pound for cotton, 50 cents a bushel for corn, 2 cents a pound for rice and 12 cents a pound for tobacco.

Purchasers of major farm products failing to furnish any information or keep any records would be subject to a fine of \$1,000.

Hired spies from Washington would have full authority to go over the books of the farmers and the buyers of farm products.

Soil conservation program is deemed too mild and is to be cast overboard, if the agriculture com'ites of House and Senate consent.

Thus the complete sovietization of the American farmer is to be accomplished; and for whose good, but to aggrandize the big and little dictators infesting the City of Washington. How they enjoy trying to regiment the rest of us.

## Contracting for the New Crop

As harvest approaches grain dealers are frequently importuned to buy grain not yet matured and many buyers fearing that the grower will contract to deliver it elsewhere if he does not agree to buy it, enters into an agreement to pay a certain price for July delivery and then unwittingly depends upon the integrity of the grower to make good on the contract even though his crop is a failure.

The grain dealer knows by experience

that if the bottom drops out of the market the seller will deliver his neighbor's grain on the contract. While conditions in some country markets may fully justify buyers contracting for the new crop long in advance of its harvesting, the buyer knows that if the contract is reduced to writing and a small earnest money payment made, the chances of growers fulfilling the contract are greatly increased.

Oral contracts for future delivery of grain by growers have through the years resulted in far more dissatisfaction than profit. If the contracts for the future delivery of grain by the grower is recorded in writing, and money paid to grower to serve as positive evidence of the essential conditions of the agreement it discourages growers welsing on their contracts.

Any grower who hesitates or refuses to sign a written agreement for the delivery of his grain within ten days after harvest, is not very anxious to effect a sale. He is just looking for an opportunity to hold up the buyer if the crop is so bountiful as to depress prices.

## The Value of Good Will

Good will is one of the most valuable assets any business can attain and one admirable feature of it is that the politicians have not yet discovered a practical method of taxing it. Every successful merchant knows that good will is the back bone of both big and little business.

Good will is not established through cheating or taking small advantage of customers. It is the customer's confidence in your intention to give him a square deal that brings him back for another sale or purchase. Buyers hesitate to enter strange shops because they do not know the methods or policies in vogue, then too they greatly prefer to deal with the merchant across the street, whom they have patronized before and found on the square.

Some merchants are such firm believers in the business promoting power of good will, they instruct all salesmen that, "the customer is always right." Surely if the customer carries the memory of an unpleasant dispute, a difference or an unsatisfactory purchase, he is likely to go elsewhere for his sales or purchases.

The grain dealers of the land have been so persistently traduced and misrepresented by the scheming agitators and politicians, they are handicapped from the start, so must make an extra effort to wipe out prejudice and wrong impressions before they can obtain a foothold for good will.

Frequent communications with prospective customers either in person, by mail or phone always help to establish cordial relations and pave the way to permanent good will.

## Soil Conservation Gifts Are Destructive to Moral Fiber

The producer who accepts payment for not growing corn and the farm operator who accepts gifts from the government in the guise of a reward for participation in soil conservation must know that the money has been wrung from the hard-pressed general taxpayer, and that the payments far exceed the real worth of the participation to the public.

Of what benefit is it to that part of the public represented by the cattle feeder in the Missouri Valley to have to pay \$1.35 per bushel for the corn to feed his hogs because the crop is short on account of growers diverting corn lands into grass to get a dole from the government?

This extravagant waste of public funds would come to a sudden stop if the man in the street knew that he was paying for it in indirect taxes. One soap factory in Iowa in 1936 paid \$118 in taxes for every \$100 in wages; and four times as much in taxes as in dividends. For each employee, \$972.31 was paid in taxes. Of these taxes, 92.3 per cent were federal.

The misguided operators of farm lands will find themselves paying the tax in the form of higher personal expenses and higher operating cost, following the advances in the price of factory products they must buy. This is inevitable, since the factories can continue production only by passing on the taxes.

## More Evidence of Cheating by Tricky Truckers Needed

Have you or your farmer patrons sold grain to or bought grain from traveling truckers, whose names and addresses were unknown? Did you recognize any of the truckers whose portraits appeared in JOURNALS last month?

If you know of any roving operators of trailers buying or selling grain, please give us a full description of their physical characteristics, the kind and color of truck operated, license number, etc., as well as details of any sale or purchase of grain made by them. The sheriffs of many counties of the corn belt are making diligent search for additional evidence of the swindling practices in vogue with these tricky nomads. Some truckers carry paints of different colors and change the truck's exterior frequently.

The tricks of the truckers already exposed clearly disclose how they could overbid for grain and undersell the regular dealer in every transaction with a pleasing gain. Please write us what you know of their practices.

Last month we published twenty-four photographs of swindling truckers recently arrested for operating trailer trucks equipped with hydraulic jacks, and we publish photographs of others just arrested in Indiana in this number

of the JOURNALS. We do hope you will post their pictures on your office wall, so as to warn your farmer patrons and your helpers against dealing with these cheats.

Do not delay; please give us full particulars now and help the authorities to catch and convict all these sharp swindlers.

## Train Length Limitation Uneconomic

The false pretense that limitation of train length is a safety regulation should deceive no congressman considering Senate Bill No. 69, prohibiting the operation in interstate commerce of trains having more than 70 cars.

Splitting up a few long trains into more numerous short trains will add to the hazards exactly in proportion to the number of additional trains. The sponsorship behind this bill is composed of train service labor organizations, who hope to force the employment of additional train crews. In this hope they are short-sighted, since the higher freight rates following the wasteful movement of freight in short trains will divert so much traffic to highway trucks and waterways, the railroads will be able to get along with fewer train crews.

Thus, without benefiting the trainmen, shippers of grain and other commodities will be burdened with an additional annual freight charge estimated at \$180,000,000.

Wasteful make-work legislation comes with poor grace from railway labor whose hourly wage at present is higher than in 1929 and the highest on record. These high wages have been made possible by the persistent endeavor of management to economize in costs of operation. The great reduction effected in the

cost of locomotive engine fuel during the past ten years has been passed on to railway labor in the form of high wages.

The shipper's interest demands that railway management be left free of legislative interference, to operate at lowest costs, if freight rates are to be kept within reason.

## Court Rules Out \$1 Grain Door "Installation" Charge

Judge Merrill E. Otis of the U. S. District Court at Kansas City on May 20 decided against the railroad companies in their suit to collect about \$50,000 for installing grain doors at terminal elevators in that market since July 1, 1935.

The tariff provided:

"The railroad will act as shipper's agent and install grain doors at terminal elevator points specified below, at a charge of \$1 per car; prior arrangements for the service to be made with the carriers and to cover a specified period of time."

Judge Otis held that the tariff contained as a condition precedent the requirement that prior arrangement must be entered into, and inasmuch as no prior arrangements had been made by the shippers the tariff was not applicable.

The Interstate Commerce Commission recently ruled with reference to the same tariff that the prior arrangement contained in this tariff is for the benefit of the carrier and may be set by the carrier.

The Interstate Commerce Commission report No. 27284, held any charge over 60 cents a car would be unreasonable, thus approving the carriers' charge of 60 cents, to go into effect July 20.

Commissioner McManamy, dissenting, said it was the duty of the carriers to install grain doors without charge in addition to the line-haul rates. In Texas, he said, the statute so required.

Judge Otis held with the minority and against the majority of the Commission.

The title of the suit is C. R. I. & P. Ry. Co. v. Simonds-Shields-Lonsdale Grain Co.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for July delivery at the following markets for the past 2 weeks have been as follows:

### Wheat

	Option	May											
Chicago	High	12	13	14	15	17	18	19	20	21	22	24	25
	Low	96 $\frac{1}{2}$	115 $\frac{1}{2}$	115 $\frac{1}{2}$	116 $\frac{1}{2}$	118	118	121 $\frac{1}{2}$	123 $\frac{1}{2}$	121 $\frac{1}{2}$	120 $\frac{1}{2}$	121 $\frac{1}{2}$	119 $\frac{1}{2}$
Winnipeg	147	103 $\frac{3}{4}$	126	125 $\frac{1}{2}$	127 $\frac{1}{2}$	129 $\frac{1}{2}$	126 $\frac{1}{2}$	132 $\frac{1}{2}$	135	132 $\frac{1}{2}$	131 $\frac{1}{2}$	132 $\frac{1}{2}$	127 $\frac{1}{2}$
Liverpool*	155 $\frac{1}{2}$	129	137 $\frac{1}{2}$	138 $\frac{1}{2}$	138	139 $\frac{1}{2}$	142 $\frac{1}{2}$	140 $\frac{1}{2}$	140 $\frac{1}{2}$	142 $\frac{1}{2}$	140 $\frac{1}{2}$	140 $\frac{1}{2}$	140
Kansas City	126 $\frac{1}{2}$	93 $\frac{1}{2}$	111 $\frac{1}{2}$	111 $\frac{1}{2}$	113 $\frac{1}{2}$	115	115 $\frac{1}{2}$	118 $\frac{1}{2}$	121 $\frac{1}{2}$	120	118 $\frac{1}{2}$	119	117 $\frac{1}{2}$
Minneapolis	143 $\frac{1}{2}$	115	125 $\frac{1}{2}$	124 $\frac{1}{2}$	126	127 $\frac{1}{2}$	126 $\frac{1}{2}$	130 $\frac{1}{2}$	132 $\frac{1}{2}$	130 $\frac{1}{2}$	130 $\frac{1}{2}$	132 $\frac{1}{2}$	131
Duluth	150 $\frac{1}{2}$	119 $\frac{1}{2}$	120 $\frac{1}{2}$	120	120 $\frac{1}{2}$	122 $\frac{1}{2}$	126	128 $\frac{1}{2}$	124 $\frac{1}{2}$	124	125 $\frac{1}{2}$	124	119
Milwaukee	130 $\frac{1}{2}$	85 $\frac{1}{2}$	115 $\frac{1}{2}$	115 $\frac{1}{2}$	116 $\frac{1}{2}$	118	118 $\frac{1}{2}$	121 $\frac{1}{2}$	123 $\frac{1}{2}$	121 $\frac{1}{2}$	120 $\frac{1}{2}$	121 $\frac{1}{2}$	119 $\frac{1}{2}$

### Corn

Chicago	125	86 $\frac{1}{2}$	115 $\frac{1}{2}$	115 $\frac{1}{2}$	116 $\frac{1}{2}$	117 $\frac{1}{2}$	119 $\frac{1}{2}$	119 $\frac{1}{2}$	118 $\frac{1}{2}$	118 $\frac{1}{2}$	119 $\frac{1}{2}$	122 $\frac{1}{2}$	123 $\frac{1}{2}$	120 $\frac{1}{2}$
Kansas City	127 $\frac{1}{2}$	102 $\frac{1}{2}$	120	119 $\frac{1}{2}$	121 $\frac{1}{2}$	121 $\frac{1}{2}$	123 $\frac{1}{2}$	124 $\frac{1}{2}$	124	123 $\frac{1}{2}$	124 $\frac{1}{2}$	126 $\frac{1}{2}$	127 $\frac{1}{2}$	124 $\frac{1}{2}$
Milwaukee	124 $\frac{1}{2}$	85 $\frac{1}{2}$	115 $\frac{1}{2}$	115 $\frac{1}{2}$	117	117 $\frac{1}{2}$	119 $\frac{1}{2}$	119 $\frac{1}{2}$	118 $\frac{1}{2}$	118 $\frac{1}{2}$	119 $\frac{1}{2}$	122 $\frac{1}{2}$	123 $\frac{1}{2}$	...

### Oats

Chicago	50 $\frac{1}{2}$	37 $\frac{1}{2}$	42 $\frac{1}{2}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$	43 $\frac{1}{2}$	44 $\frac{1}{2}$							
Winnipeg	60 $\frac{1}{2}$	43 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	53 $\frac{1}{2}$	53 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	52 $\frac{1}{2}$	53 $\frac{1}{2}$	52 $\frac{1}{2}$	52
Minneapolis	48 $\frac{1}{2}$	40	40 $\frac{1}{2}$	41	41 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42	42 $\frac{1}{2}$				

### Rye

Chicago	112	71	100	99 $\frac{1}{2}$	100 $\frac{1}{2}$	101 $\frac{1}{2}$	102 $\frac{1}{2}$	105 $\frac{1}{2}$	108	105 $\frac{1}{2}$	106 $\frac{1}{2}$	107	105 $\frac{1}{2}$	103 $\frac{1}{2}$
Minneapolis	108 $\frac{1}{2}$	91 $\frac{1}{2}$	95	94 $\frac{1}{2}$	95 $\frac{1}{2}$	96 $\frac{1}{2}$	96 $\frac{1}{2}$	96 $\frac{1}{2}$	100	101 $\frac{1}{2}$	98 $\frac{1}{2}$	99 $\frac{1}{2}$	100 $\frac{1}{2}$	98 $\frac{1}{2}$
Winnipeg	118 $\frac{1}{2}$	78 $\frac{1}{2}$	107 $\frac{1}{2}$	105 $\frac{1}{2}$	105 $\frac{1}{2}$	104 $\frac{1}{2}$	105 $\frac{1}{2}$	108 $\frac{1}{2}$	109 $\frac{1}{2}$	108 $\frac{1}{2}$	109 $\frac{1}{2}$	109	111	107 $\frac{1}{2}$

### Barley

Minneapolis	71 $\frac{1}{2}$	61 $\frac{1}{2}$	62 $\frac{1}{2}$	62 $\frac{1}{2}$	63 $\frac{1}{2}$	65 $\frac{1}{2}$	65 $\frac{1}{2}$	65 $\frac{1}{2}$	66	66 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	63 $\frac{1}{2}$
Winnipeg	82 $\frac{1}{2}$	56 $\frac{1}{2}$	64 $\frac{1}{2}$	64 $\frac{1}{2}$	65 $\frac{1}{2}$	67 $\frac{1}{2}$	67 $\frac{1}{2}$	68 $\frac{1}{2}$	69 $\frac{1}{2}$	67 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	68 $\frac{1}{2}$	65 $\frac{1}{2}$

### Soybeans

Chicago	177	132	176 $\frac{1}{2}$	175 $\frac{1}{2}$	172 $\frac{1}{2}$	172 $\frac{1}{2}$	173 $\frac{1}{2}$	174	173	172 $\frac{1}{2}$	172 $\frac{1}{2}$	172	169
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\*At daily current rate of exchange.

## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Deduction on Grain Claims?

*Grain & Feed Journals:* We frequently have claims against railway companies for loss of grain in transit on which they require a deduction of  $\frac{1}{8}$  of one per cent of the entire carload.

In a recent issue of one of our trade journals appeared an article in which it was stated the carriers had no authority to require such reductions. We can not now find the article, and will appreciate a statement of the facts.—F. S. Wertz, Reading, Pa.

**Ans.**: Formerly the deduction was  $\frac{1}{4}$  of one per cent on corn and  $\frac{1}{8}$  of one per cent on other grains. After negotiations with shippers the carriers published tariffs effective May 1, 1927, reducing the deduction on corn to  $\frac{1}{8}$  of one per cent.

The Western Trunk Line Ass'n in its tariff 330-B published a deduction of  $\frac{1}{8}$  of one per cent on flaxseed, effective June 1, 1937.

The carriers make the deduction to discourage claims for a few dollars.

There is no such thing as natural shrinkage, some weighmasters calling it "invisible loss" in handling; but until the Interstate Commerce Commission and the courts decide otherwise shippers may have to submit to the deduction altho the courts have frequently decided that rail carriers must deliver all they receive for transportation.

## Abbreviations and Definitions

*Grain & Feed Journals:* Does anyone publish a schedule of abbreviations and definitions used in shipping, especially applicable to the grain, feed and seed business?—E. E. Hawk, Pratt Food Co., Tampa, Fla.

**Ans.**: For rules of trading and definitions of those rules the trade depends upon the published "Trade Rules" of the Grain & Feed Dealers National Ass'n. For example, the word "terms" means the weights and grades of a shipment shall be determined in the market agreed upon at the time of sale; on shipments the word "immediate" means three days, "quick" means five days, "prompt" means 10 days. Failure to specify time of shipment implies "prompt." On feeds "immediate" shipment means three days, "quick" means seven days, "prompt" means 14 days from date of receipt of shipping instructions, including the date of receipt of instructions. A copy of these trade rules may be obtained from the Grain & Feed Dealers National Ass'n, Merchants Exchange, St. Louis, Mo.

A careful check fails to reveal any published lists of abbreviations used in shipping that are especially applicable to the grain, feed and seed business. In use are such abbreviations as "B/L" (bill of lading); "S/O" (shipper's order); "E. & O. E." (errors and omissions excepted), which, by use, have become familiar. In transportation and commerce of course, there are numerous abbreviations covering instructions on shipments which have come into common use in several industries. Among these are the following:

C.a.f.—Cost, assurance, freight.

C. & F.—Cost and freight.

"Cafe."—Same as c.a.f. The telegraph companies charge for three words when the letters "c.a.f." are used. Cafe being a dictionary word, the telegraph companies charge for it as only a single word.

C.i.f.—Cost, insurance and freight. It implies delivery to carrier in good order, but not delivery at destination.

C.i.f. & E.—Adds to c.i.f. the element of exchange.

F.a.q.—Fair, average quality. Importers often include this in their contracts when purchases are made without sealed samples, meaning that the product delivered must be up to the standard of a fair, average quality of the season's shipments, with due allowance for difference between old and new grain. The term is common in the grain trade.

F.a.s.—Free alongside.

F.o.r.—Free on rail.

F.p.a.—Free of particular average

Boatloads—Refers to canal boats, which average about 8,000 bus. grain. The announcement of 12 loads taken for export is equal to 96,000 bus.

F.o.b.—On this term the Millers' National Fed-

eration says: If used in connection with "lighterage free," the literal meaning is guaranteed delivery in good order on wharf (or in warehouse) or on steamer, as each sale may indicate. As for instance, "f.o.b. New York," or "f.o.b. steamer at New York." If shipments are not available to the steamer when called for in accordance with ocean freight contract, the steamer may charge and collect demurrage (value of steamer's time while waiting for delivery, if delay occurs).

## Superintendents Expect Big Convention

The Society of Grain Elevator Superintendents of North America expects a big attendance at its 8th annual convention, which will be held this year at Fort William-Port Arthur, Ont., the head of the lakes. The two cities boast 96,000,000 bus. of storage capacity in the elevators along Thunder Bay, and have shipped as high as 425,000,000 bus. of grain in a single navigation season.

Dates for the convention are June 14, 15, and 16. S. S. Orstadt, of Fort William, vice-president of the Society, is chairman of the general com'ite. He promises a program that will bring out all the latest information on the efficient design, construction and maintenance (including depreciation) of terminal elevators. Cleaning efficiency and practices, distribution within the plant, and shipping problems will come under the microscope. Storage questions, crop peculiarities and general discussions on everything pertaining to the physical and mechanical handling of grain, including conveying, dust collecting, accident prevention, explosion hazards, fire prevention, grain washing, drying, fumigating, and other subjects will come before the convention.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same industry. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

June 1, 2. Pacific States Seedsmen's Ass'n, Santa Barbara, Cal.

June 2-3. Northwest Retail Feed Ass'n, Hotel Nicollet, Minneapolis, Minn.

June 7, 8. Indiana Grain Dealers Ass'n, mid-summer meeting, Sargent hotel, Lake Wawasee, Ind.

June 7, 8. Central Retail Feed Ass'n, Schroeder hotel, Milwaukee, Wis.

June 10, 11. American Feed Manufacturers Ass'n, Homestead Hotel, Hot Springs, Va.

June 10, 11, 12. Southern Seedsmen's Ass'n, Nashville, Tenn.

June 14. Farm Seed Group, Statler Hotel, Cleveland, O.

June 14 to 16. Society of Grain Elevator Superintendents of North America, Fort William-Port Arthur, Ont.

June 14 to 17. American Seed Trade Ass'n, Statler Hotel, Cleveland, O.

June 21, 22. Ohio Grain, Mill & Feed Dealers Ass'n, Breakers Hotel, Cedar Point, Sandusky, O.

June 22, 23, 24. National Hay Ass'n, Cedar Point, Sandusky, O.

Aug. 18, 19. New York State Hay & Grain Dealers Ass'n, Albany, N. Y.

Sept. 2, 3. Mineral Feed Manufacturers Ass'n, Medinah Club, Chicago, Ill.

Sept. 9, 10. Mutual Millers & Feed Dealers Ass'n, Jamestown, N. Y.

October 11, 12. Grain & Feed Dealers National Ass'n, Dallas, Tex.

## Telegraph Rates Reduced

Reductions in rates for overnight telegraph service become effective June 1, announces J. N. Armstrong, Chicago, superintendent of the Western Union Telegraph Co.

The 10-word Night Message will be discontinued and the initial charge for Night Letters will be for 25 words instead of for 50 as at present. The maximum charge for a 25-word Night Letter will be fifty cents, even for the greatest distances in the United States.

Words in excess of twenty-five will be charged for in groups of five instead of ten, as at present. The rates start at an unprecedentedly low level and decrease progressively as the length of the message increases, resulting in added-word rates as low as one cent for five words for messages sent a short distance and, for Night Letters sent over the greatest distances from Chicago, seven cents for five words in shorter messages and three cents for each five words sent in excess of 200. This is a new principle in rate-making and is designed to facilitate the use of the telegraph for all manner of business communications, no matter what their length.

Typical reductions in the rates for Night Letters from Chicago are:

To—	For		For	
	25 words	100 words	Old	New
San Francisco, Cal.	\$0.90	\$0.50	\$1.80	\$1.40
Detroit, Mich.	.36	.28	.72	.46
New York, N. Y.	.60	.42	1.20	.90
Milwaukee, Wis.	.30	.24	.60	.39
New Orleans, La.	.66	.48	1.44	1.11
Kansas City, Mo.	.48	.35	.96	.68
Cleveland, Ohio	.42	.30	.84	.55

These new overnight rates will enable the public to lay down telegraphed communications everywhere at the opening of business the following morning, with certainty and at low cost whether the messages be short or long.

## Pleasure and Business for Indiana Dealers

Fred K. Sale, the hustling sec'y of the Indiana Grain Dealers Ass'n, announces exciting preliminary plans that look pretty complete for the mid-summer meeting of the ass'n, which will be held June 7 and 8, at Lake Wawasee. Says he:

"Business sessions will be held on Monday and Tuesday mornings only. The afternoons will be devoted to the annual soft ball game between the Shippers and Receivers, a golf tournament, boating and other recreation.

The Sargent Hotel, convention headquarters, is a very short distance from the Spink-Wawasee Hotel. Doubtless some will make their reservations at the latter. Rates at the Sargent are \$4, \$4.50 and \$5 per day, per person, on the American plan (meals included). This hotel will not be able to accommodate all who will stay over night at the lake, so it behooves you to make reservations immediately. Rates at the Spink-Wawasee are \$7.50 single and \$7 and \$8 each, two in a room, on American plan. Address reservations to the Sargent hotel, Wawasee, Ind.

For the Big Ball Game, Walter Penrod of South Whitley has been delegated Captain of the Shippers' team and Charles S. Weirick, Indianapolis, Captain of the Receivers. Any one desiring to play should immediately contact one or the other. The "loving-cup" has been won and held the past two years by the Receivers. The Shippers are out for revenge.

For the Golf Tournament, Lew Hill has full charge, as he so capably and successfully carried off the tournament at the Anderson meeting two years ago.

This meeting will not be all fun and no work, nor will work be without plenty of pleasure. We will discuss subjects of vital in-

terest. Outstanding speakers will appear at the two business sessions.

Make plans to attend. Bring the family and enjoy this combined business meeting and outing at our largest and finest Indiana lake.

### Pres. of Farmers National Grain Corp. Resigns

C. E. Huff, who has been president of the Farmers National Grain Corporation since 1930, resigned that office May 19 in surrender of his policy of national marketing, yielding to the large number of regional stockholders who favored operation and marketing by the regionals.

The Rev. C. E. Huff, educated for the ministry, was well qualified to initiate a movement based on the religious fervor with which many grain growers embraced the co-operative idea.

Unfortunately the Farmers National chose to concentrate its activities in terminal marketing, where profits are infinitesimally small and the competition most severe.

Dividends were conspicuous by their absence. A loss of more than a million dollars in the fiscal year ended June 30, 1936, wiped out its capital and surplus. In exchange for some assets the government wiped out \$14,000,000 of its indebtedness, and to provide working capital the Farm Credit Administration agreed to advance \$3,000,000 to the regional stockholders to subscribe for new Farmers National stock. Only \$2,000,000 was subscribed, but the plan went into effect Sept. 15, 1936.

In contrast with the generosity of the Hoover Farm Board to its Farmers National creation, the Roosevelt administration wanted some assurance that the loan would be repaid; and this took the form of "retains" of  $\frac{1}{8}$  to  $\frac{1}{2}$  cent per bushel to be paid by farmers whose grains were handled by the National, to be applied on the loan.

The knowledge that, instead of receiving patronage or other dividends, they were actually to be assessed on grain handled proved to be the rock on which the management split. Just how far the break-up will extend remains to be seen. Temporarily, until the annual meeting in September, First Vice Pres. W. C. Horn of Fostoria, O., has been named acting president.

The directors issued a statement that "Mr. Huff is leaving in the interests of harmony; in an effort to compose differences among stockholders of the national grain co-operative growing out of proposed changes in operating policies.

"On these proposed changes in operating policies a committee of directors is now working. It is contemplated that the changes to be made will bring all regional grain co-operatives not now participating into participation in the national program."

Anticipating greater importance of regional marketing, M. W. Thatcher has returned to his position of five years ago as general manager of the Farmers Union Terminal Ass'n, St. Paul, Minn. Until the Washington office of the Farmers National Grain Corporation was discontinued several months ago Mr. Thatcher for four years had acted as the Corporation's lobbyist at Washington at a handsome salary.

### Tree Rings and Drouth Theory

The pine trees that grow in Cimarron county, Kansas, assure W. E. Baker, county agricultural agent, that the current drouth cycle and severe dust storms in the "dust bowl" are about over. Mr. Baker says he has read the rings on 55 of the evergreens, averaging 132 years in age.

Each tree had experienced three or four drouth periods, but no drouth lasted more than five years. Since the current drouth is entering its fourth year, Mr. Baker believes it will soon end.

## Texas Grain Dealers Celebrate Return of Better Business

The fortieth annual convention of the Texas Grain and Feed Dealers Association was held at Fort Worth, May 21 and 22, with a record attendance and was noted by all delegates as the best meeting in many years.

PRES. S. E. CONE, Lubbock, called the first session to order Friday morning in the Crystal Ball Room of the Hotel Texas.

DR. L. D. ANDERSON, First Christian Church, pronounced the invocation.

LIONEL W. BEVAN, pres. of Fort Worth Chamber of Commerce, made the address of welcome and F. B. Wrinkle, Goodlett, responded.

PRES. S. E. CONE, delivering his annual address, stated that he had thoroughly enjoyed his work with the association because of the cooperation given him by the members. "Our membership," he said, "has grown, and now stands at 183, the largest since 1929, and reflects a better feeling among the dealers of the state. A better understanding of and efficient operation of trade rules has been effective in cutting down misunderstandings and disputes in the trade, and for the first time, a year has passed without a single case of arbitration."

He lauded the efficient work of Sec'y Blewett and expressed confidence in the continued growth of the association.

SEC'Y G. E. BLEWETT, Fort Worth, reported the membership and financial position of the association the best it has been in six years. He said: "I have been called on the past year to settle disputes between members, members and non-members, and even between two non-members, and am always ready to help in any problem you may have. Bring me your problems and keep me posted on any information you may get so that I may use it in helping others."

He urged the membership to be prompt in sending suggested letters to Austin and Washington when requested, to secure concerted action on legislative matters. He outlined House Bill 62 designed to regulate itinerant truckers and give relief to legitimate dealers.

A vote was taken complimenting Sec'y Blewett for his excellent work.

VICTOR H. SCHOFFELMAYER, agricultural editor of the *Dallas News*, who has

spent some time in Italy studying their present farm program, spoke on "Texas and the World Wheat Outlook." He said that the U. S. would do well to copy out of Benito Mussolini's book some long range agricultural planning and economic farm production. In seven years, Italy has made itself self-sustaining, he said, doubling its production to 300,000,000 bushels annually with an average of 25 bushels per acre and a peak production of 132 bushels per acre, by using adapted varieties, good farming, and utilization of all available rainfall.

He stated that the farmers of this country have not come to realize that they can help themselves, and have therefore made it necessary for the government to pay them a bounty. He expressed his belief that the administration's program in this country would get out of control because farmers would not participate.

Mr. Schoffelmayer expounded a theory of 33 year cycles of rainfall, saying that we have two more dry years ahead of us, and stated that there has been a shift of barometric highs 600 miles westward causing the change of weather in California and floods in the Ohio Valley.

"Foreign trade has been and will remain an important factor in the Nation's economic well-being," he said, "and without exchange of goods produced in this country for foreign goods on a basis fair to both sides, foreign trade is hamstrung."

RAY B. BOWDEN, St. Louis, executive vice pres., Grain and Feed Dealers National Ass'n, expressed a fear of government regulation, saying that this regulation becomes dangerous tinkering when attempted by men lacking practical experience in the field, and urged self-regulation of the grain industry thru the state and national associations.

FRANK A. THEIS, Kansas City, in discussing export prospects, stated that world stocks of wheat were about depleted and with the world situation corrected, he believed 50 million S. W. wheat will go for export. Mr. Theis made observations on the administration's farm policies, outlined the work done by Southwest Country Elev. Ass'n in its fight on itinerant truckers, and denounced Senate Bill 69 limiting the length of freight trains to 70 cars.

PRES. CONE appointed the following committees:

RESOLUTIONS: R. E. Cowan, Fort Worth; Fred Moore, Hamlin, and O. E. Blume, Waco.

NOMINATIONS: R. E. Wendland, Temple; Bob Fielder, Van Alstyne, and J. H. Rogers, Dallas.

SEC'Y BLEWETT: "Because of the difference of interests in the state it is not well for the ass'n to take a stand on the present agitation to replace the present dual rate system with a unit system, however, I believe that the change should be discussed." He then called on various delegates for their views.

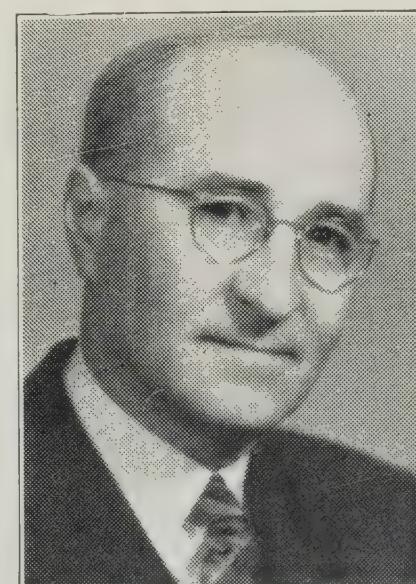
Adourned to Saturday morning.

### Friday Evening Entertainment

The most successful party in the association's history was staged at the Ringside Club, a local night club, taken over for the night by the Fort Worth Grain and Cotton Exchange entertainment committee.

An excellent dinner was enjoyed by almost 400 delegates and guests. A good floor show entertained and a splendid orchestra provided dance music until dawn.

[Concluded on page 424]



C. E. Huff, pres. Farmers National Grain Corp., Resigns.

# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

## Fertilizer for Farmers

**Grain & Feed Journals:** A few deluded farmers still think the New Dealers at Washington know best. A farmer was in our office recently who has 240 acres of land, paid for and he made most of the money to pay for it. He is planting just 32 acres of corn this spring. We asked him what was the matter, and he replied that he liked the easy money the government was paying for not raising so much corn.

On the other hand the county agent is urging our farmers to use fertilizer like they never did before on their corn in order to increase the yield. A manufacturer of an inoculator tells us he is selling the government thousands of dollars worth of inoculator to increase the yield of clovers, peas, beans, etc. The ways of the Burocrats are certainly devious.—P. E. Goodrich, Goodrich Bros. Co.

## Cannot Compete with Swindling Truckers

**Grain & Feed Journals:** I have never bought grain from or sold grain to traveling truckers, altho several have called each day at my plant. I have not had much grain to sell, because the truckers traveling this territory have paid the farmers five cents or more per bushel, than I could afford to pay for it.

I have a large investment in facilities for providing an open market for farmers of this territory continuously, throughout the year, and I try to pay fair prices and always give honest weights, but I will not do business with traveling truckers.

I am glad they have caught some of the swindlers. I will be glad to post the JOURNAL's picture of the truckers arrested in hope of warning farmer patrons against dealing with these short weight artists.—Farmers Elevator, per W. W. Green, Iowa City, Iowa.

## Peddler-Truck Bills

Itinerant merchant trucker bills have been introduced in the legislatures of nine middle western states during the current season. D. D. Siegelman, executive sec'y of the Associated Southwest Country Elevators, reports upon them May 15 as follows:

**Missouri:** Reported by Senate Committee "Do Pass" on Wednesday, May 5, badly amended. Strong support seems available for a floor fight against all amendments. Action on the floor may come by the middle of next week.

**Colorado:** Status quo. Conditions have not favored an attempt for action.

**Texas:** Status quo. Administration measures only have been handled by the House, we understand on the Governor's orders. Many attempts have been made to lift the measure out of regular order, without avail. Adjournment is near and probably your bill will die on calendar.

**Iowa:** The bill finally emerged from Committee, somewhat amended, but it died upon adjournment without having reached floor action.

**Nebraska:** L. B. No. 50 finally passed and signed by the Governor.

**Kansas:** Passed by the Senate, died on House calendar in last-days rush.

**Arkansas:** First bill withdrawn, substitute measure defeated in Senate.

**Minnesota:** Last advice, unofficial, is that this measure failed of passage.

**Illinois:** Reported out of House Commit-

tee "Do Pass" on May 5th, with some minor amendments. Considerable opposition had held it in committee since introduction in February. The bill is now on third reading in House and will be called for passage week of May 17th.

## Washington News

**The agricultural appropriations bill** has been favorably reported by the senate com'ite, after cutting \$60,000,000 from the \$500,000,000 provided by the House for gifts to farmers in the soil conservation program.

**The graduated chain store tax** of Louisiana was upheld by the United States Supreme Court May 17, opening the way in every state for burdensome taxation of all concerns operating more than one establishment anywhere.

**Senator Guy M. Gillette** of Iowa offered a bill in the Senate to create an ever-normal granary system and to provide for soil conservation and commodity loans. The bill has been referred to a sub-com'ite for consideration.

**The Bankhead bill**, providing for the purchase of cotton pool participation trust certificates, was passed by the Senate May 17 and sent to the House. Under the bill the government can distribute \$1,800,000 profit to holders of certificates.

**The AAA** on May 20 reported that gifts to farmers who had participated in the 1936 conservation program totaled \$296,019,848. The largest payment went to the Delta Pine & Land Co., of Mississippi, \$60,388. Twenty-one other firms or persons received each more than \$10,000.

**The Supreme Court** of the United States on May 17 decided in favor of the Interstate Commerce Commission ruling directing certain railroads to stop paying refunds to five industrial concerns for moving freight cars about their own plants, and forbidding the railroads to perform the service free.



A. R. Dean, Blue Rapids, Kan., President-elect Kansas Grain Dealers Ass'n.

**Washington, D. C.**—An expenditure of \$5,000,000 will be devoted to emergency wind erosion control in 90 counties in the "dust bowl" of the Southwest, according to a recent announcement of the AAA. Involved are 18 counties in Kansas, eight in Colorado, six in Oklahoma, 48 in Texas, and 10 in New Mexico.

## Relationship of World and National Markets

Excerpt from address by FRED UHLMANN, Chicago, under auspices Ass'n of Grain Commission Merchants

Russia is supposed to have had a wheat crop of about 1,100,000,000 bus. and China approximately 900 million, so the two countries together raised about 2 billion bushels, which compares with a crop of about 3½ billion bushels for the balance of the world, or almost 40 per cent. The reason for this indifference of others to what happens to their production is the fact that these two countries have their own internal market and neither import nor export a great deal. China does purchase minor quantities every year, chiefly for the populace in her larger ports, where supplies can be secured for less money than from the interior. But the variations from year to year are so small that only in periods when either the rice crop is very deficient, or world's wheat prices are abnormally low, does she enter into the calculations. From what I have said so far one may generalize that the main influence on prices comes from those countries which have the largest quantities to export and from others which must import heavily. The size of their importations is naturally reflected in Liverpool, as the United Kingdom is the largest buyer and has to raise her prices if too many others compete with her in purchases, and conversely may lower them if this competition is less keen.

Under normal weather conditions, Canada has the largest surplus of wheat for export, and in an average year can supply nearly 50 per cent of the world's import requirements. Whenever her crop is substantially reduced the whole picture changes. This occurred in 1936; therefore, prices at which the farmer in Canada was willing to sell his wheat were reflected in the Winnipeg market, and were of paramount importance in every market of the world.

Weather conditions so far have been reasonably favorable, and, therefore, a normal yield is more than likely. It is never safe, particularly at this time of the year when weather plays such an important part, to either figure on a bumper crop or on a failure, but with just normal yields the United States might produce next summer 850 to 900 million bushels of winter and spring wheat. With favorable conditions, in my opinion, the United States would again be the greatest factor in shaping world prices, and Liverpool, Argentina, and Canada would all have to follow. This is predicted on the assumption that from a crop of that size we might have a surplus of 150 to 200 million bushels of wheat, and would again be in the export column, offering our wheat to every part of the world. Others would wish to compete with us, but they could not obtain higher prices than we, except for higher quality grain.

There exists the possibility that the government might step in, and in order to prevent extremely low prices, accumulate large quantities. This condition would make it easier for our competitors to dispose of their surpluses and would again show what final prices would be determined by the course of action in the United States and that any fluctuations here would be followed by the balance of the world. Liverpool in that case would be guided mostly by occurrences in this country. Should she feel that we are ready sellers she would assume a waiting attitude before securing her supplies; while on the contrary if she feels that our surpluses will be stowed away for other years, she would be more aggressive on the buying side elsewhere.

# Panhandle Dealers Demand Hearing on Senate Bill No. 69

The 23rd annual convention of the Panhandle Grain Dealers Ass'n was held at Amarillo, May 17-18, with more than 100 dealers in attendance.

Early arrivals were greeted with a dust storm which was closely followed by one-half inch of rain.

## Monday Morning Session

PRES. BEN F. SMITH, Plainview, presided at the opening session in Hotel Herring.

THE RT. REV. E. C. SEAMAN, Amarillo, pronounced the invocation.

WALTER A. BARLOW extended the delegates a warm welcome to Amarillo.

TOM F. CONNALLY, Clarendon, responded.

PRES. SMITH, borrowing the practice of Rotary, asked each delegate to introduce to the meeting the delegate to his right.

SECY. JOE S. MORRIS, Amarillo, read the minutes of the last meeting and presented his financial statement.

R. L. THORNTON, pres. Mercantile Nat. Bank, Dallas, in his address, "The Condition of Business Today," said "We are today traveling an avenue untraveled before, and uncharted. The recent depression has destroyed the sign posts and we are forced to proceed by the process of trial and error." He made a strong plea to the dealers to plan their business policies for the next few years along conservative lines. "Prices of many goods" he said, "are rising too fast. A smaller margin of profit will build your business on a strong foundation. There is no substitute for common horse sense and good old fashioned honesty." Speaking of taxes, he stated that in spite of the great hue and cry against high taxes, he could see no chance of any reduction because the voters had become accustomed to the luxuries that taxes provided and were unwilling to do without the things which cause taxes. He did, however, advocate economic expenditure of public funds and a fight against useless increase of taxes.

PRES. SMITH appointed the following committees:

RESOLUTIONS: J. C. Crouch, Dallas; K. K. Smith, Fort Worth, and H. L. Kearns, Amarillo.

AUDITING: John W. Elliott, Kress; Calvin Steen, Floydada, and Ray Ayers, Slaton.

NOMINATIONS: E. C. Shuman, White Deer; Loyd Nelson, Claude, and Gene Barks, Tulia.

Ed Blewett, Fort Worth, extended the invitation of the Texas Grain Dealers Ass'n to attend its convention at Fort Worth, May 21-22.

HARRY KEARNS, Amarillo, suggested that the dealers give some thought to an extension of the activities of the Ass'n to include feed and seed a change in name to include those branches. After some discussion the matter was referred to the resolutions committee.

Adjourned to 9:30 A. M., Tuesday.

## The Banquet

The annual banquet was held at the Amarillo Country Club where a splendid chicken dinner was enjoyed by the crowd.

WALTER BARLOW acted as toastmaster and presented a beautiful thermos bottle to Harold McIntyre, Canyon, and a pewter pitcher and mugs to Tom F. Connally, Clarendon, for low and second scores in the afternoon's golf tournament. An excellent floor show was staged, followed by dancing and bridge.

## Tuesday Morning Session

PRES. SMITH presided at the closing session.

WALTER A. BARLOW, Amarillo, outlined the activities of the Amarillo Grain Exchange in traffic matters, and told of their accomplishments in the Seed Case and Differential Case, and stated that they had procured a reduction in car cooping from one dollar to sixty cents. He extended an invitation to all dealers to attend the Inspection Dept's. Grain Grading school to be held at Amarillo June 4 and 5.

RAY B. BOWDEN, St. Louis, executive vice-pres. of the Grain and Feed Dealers National Ass'n, traced the causes leading to present political and economic conditions, and urged concerted effort of the grain trade through its state and national associations.

H. SIM KELLY, Amarillo, in discussing "The Supreme Court Question," said that the present and future welfare of the country may require more liberal interpretation by the court and that he could see no danger in increasing the court, but that he was definitely opposed to the method. He denounced the coercion and political pressure being brought to bear. He stated that he could see no emergency which should cause

us to depart from our democratic methods and the change, if made, should be done by the people and not the individual.

R. O. CROMWELL, crop reporter for Lamson Bros. & Co., explained the methods and machinery used in crop reporting and how the figures are compiled.

Resolutions Committee Chairman J. C. Crouch presented the following resolutions which were adopted:

## Resolutions Adopted

WHEREAS, the Panhandle Grain Dealers Ass'n, the Amarillo Grain Exchange and City of Amarillo have again entertained us most pleasingly;

RESOLVED, That this Association give a sincere vote of thanks to the above bodies, and be it further

RESOLVED, That we thank the speakers who participated in the program and the National Crop reporters, Mrs. E. H. Miller, Mr. Cromwell and Mr. Erickson, who have honored us with their presence; and

WHEREAS, the Grain and Milling trade of the Southwest has lost through the death of Mr. James C. Whaley one of its best loved and outstanding men of the past decade; therefore, be it

RESOLVED, That this Association extend to the family and loved ones our deepest and most sincere sympathy.

## Opposed to Senate Bill No. 69

WHEREAS, it has come to the attention of this ass'n that certain train service labor organizations are sponsoring legislation for the prohibition of operation in interstate commerce of trains having more than 70 cars. The measure is known as U. S. Senate Bill 69 and is advocated under the guise of a safety regulation, but the real purpose is to make more work.

WHEREAS, the Senate Committee on Interstate and Foreign Commerce voted out the bill without public hearing and with recommendation that it be passed.

WHEREAS, the shippers of grain and other commodities will be burdened with additional annual freight charges estimated at \$180,000,000. This would mean that the shippers of all products will be forced to pay an estimated 10% higher freight rate or will mean bankruptcy and ultimate government ownership for the railroad lines. A 10% increase in freight rates on the grain and milling trade would amount to almost \$2,000,000 per year under normal crop production. Similar increases would be necessary in the rates of other commodities.

WHEREAS, such tremendous increase in railroad rates would divert more business to the truck peddlers by giving them a greater unfair advantage over legitimate dealers.

WHEREAS, the increase in general traffic threatens this country with a serious car shortage and the proposed reduction in the length of trains together with the reduction in motor power would bring about a serious delay in the turn around of these cars and the car shortage would be intensified.

Be it Resolved that this association in annual convention here assembled vigorously oppose the passage of such radical legislation and that a copy of this resolution be sent to Senators Connally and Shepherd demanding that they exert every influence to defeat this measure and have it referred back to the Committee on Interstate and Foreign Commerce in the Senate for full and complete hearing.

A motion by J. C. Crouch, Dallas, that the name of the association be changed to the Panhandle Grain and Feed Dealers Association, and that the ass'n be incorporated, was carried.

The report of the auditing committee was read and approved.

The following officers were elected: Pres. H. B. Hankins, Lubbock; Vice-Pres., J. E. Weeks, Claude; Sec'y-Treas., J. E. Morris, Amarillo; Directors, Francis Reuler, Panhandle; O. D. Dinwiddie, Hart; Burton Thornton, Floydada; Lee McClellan, Spearman, and Byron Gist, Adrian.

Pres. elect Hankins took the chair and called on the delegates for crop reports by counties and announced an indicated wheat production for the Panhandle of 16,500,000 bushels.

Adjourned *sine die*.

A reception was held for the ladies in attendance Monday morning on the mezzanine

[Concluded on page 430]

## Newly Elected Officers, Wichita Board of Trade



Executive Sec'y E. E. Kohlweis, Pres. P. M. Morton and Vice-Pres. A. W. Gill

# The GRAIN DEALERS JOURNAL

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Holyoke, Colo., May 22.—Prospects for small grain good, but getting dry.—Holyoke Farmers Co-op. Elevator Co., L. L. Yowell, mgr.

Huntingburg, Ind., May 22.—Excessive rainfall in this section of the state has greatly retarded farmers in the planting of their corn crop. In fact no corn to speak of has been planted up to this time.—W. B. C.

Bourbon, Ind., May 13.—New wheat crop good prospects; large acreage. Corn larger acreage than usual. Heavy plowing in this section. No oats here.—Roy E. Eby, Bourbon Elevator & Feed Mill.

Alamota, Kan., May 14.—Dry weather and no moisture in soil has put our wheat back. Do not believe if it would rain now that we could raise 25% of a crop.—Farmers Elevator Co., by B. B. Hageman, mgr.

Toronto, Ont., May 10.—Acres of wheat to be harvested in Ontario this summer 646,000, as against 509,300 acres a year ago. Fall wheat winter killed 8% average for the province, which was the same for 1936. Average condition of fall wheat for the province 94, compared with 90 for 1936. Average condition of fall rye 95, compared with 99 for 1936.—S. H. H. Symons, statistician.

McPherson, Kans., May 11.—The weather conditions have not been altogether favorable in central Kansas this spring, as it was too dry. Showers for the last two or three weeks with the cool weather have been very beneficial to the wheat. Straw will be generally short and in some localities the crop will be light unless we get plenty of rain, followed by cool, dry weather.—F. L. Mowbray.

Clovis, N. M., May 14.—From Altus, Okla., across the Texas line to Vernon, then west to Paduac wheat spotted, promising some below average, then average on west to Olton where becomes poorer on to here. The stand had been very promising all thru until submoisture became exhausted in mid-April, after which crop suffered considerably until relieved by frequent rains, the last one coming Monday, over 1 inch in most places now giving some recovery. The crop has headed and needs one more heavy rain to insure average yield.—H. C. Donovan, statistician, Thomson & McKinnon.

Minneapolis, Minn., May 12.—Unusually favorable growing weather of the past week has enabled early sown grain to make splendid progress, and almost without exception it shows good stand and color and a sturdy root growth. The condition of winter wheat and rye with few exceptions is very good. Farmers who have completed their small grain seeding have been busy recently in preparing the ground for corn. Some planting has been done, and with favorable weather it will be general within a week.—VanDusen Harrington Co., by Paul C. Rutherford.

Dodge City, Kan., May 21.—Damage is extending eastward each day that rain is delayed, and already serious damage has been done in Saline, Ellsworth and Lincoln counties, altho some rain was reported there last night. Reno County, with 98% of normal moisture, has, I think, the best wheat condition of any I have driven over, and probably will be the banner wheat county this year, but immediately west of the Reno County line, conditions decline rapidly. The total Kansas wheat crop, we believe, will produce 116,470,000 bus.—J. F. Moyer, secy Kansas Grain, Feed & Seed Dealers Ass'n.

Winchester, Ind., May 15.—Wheat is growing and doing just as fine as ever. Late sown wheat is now high enough to hide a rabbit, has stooled out wonderfully and looks as tho it would make just as many bus. per acre as the early sown wheat. Alfalfa and timothy fields have come out in great shape, but there will not be anything like a full crop of either. Oats are doing as fine as we ever saw them, just couldn't be anything added to make them perfect. Regardless of almost a straight month of

rain, ground is breaking mellow and is easily put in good planting condition. One good thing, weeds don't seem to be growing as fast as usual and fields are clean.—Goodrich Bros. Co., P. E. Goodrich, pres.

Winchester, Ind., May 22.—Just another week of April showers, not any heavy rain, so the farmers have accomplished a little between showers. Wheat is making splendid growth, even the ground in the poorest fields is covered now and we don't see any bare spots. We think we will have more wheat in this county than we had last year. Still our acreage is short what it was a good many years ago. If the present price holds around \$1 there will be a large acreage of wheat sowed this fall. Grass, alfalfa and clover have made tremendous growth and it looks as tho we were going to have a good deal more hay than we expected a few weeks ago. Oats look good.—Goodrich Bros. Co., P. E. Goodrich, pres.

Kansas City, Mo., May 18.—The growing wheat in the entire state of Kansas is suffering daily from lack of moisture and drying winds. It is true that some scattered moisture has been received in various parts of the state during May, but we have not received anything like general normal rainfall, nor has the moisture been in sufficient amount to curb deterioration. Our Mr. Latto has covered almost the entire state and the plant presents a very discouraging picture, as it has a bluish gray cast, has the appearance of being grassy, and in many fields the brown spots are becoming larger as each day passes. The prospect for a big crop is definitely out of the picture.—The Robinson Elevator Co., H. L. Robinson, K. B. Latto.

Decatur, Ill., May 22.—Winter wheat growth is slightly backward, with condition mostly fair to good in the heaviest producing areas. As there is ample moisture, with warmer weather and sunshine the plant should make better progress now. There is practically no old wheat back on the farms and in country elevators. In central counties corn planting is practically completed, under very favorable conditions. In some of the early planted fields corn is starting to come up. In the southern third of the state wet soil has held up field work. Oats condition is good. Old oats in the country are getting pretty well cleaned up. Planting of soybeans is getting well under way; farmers preparing a wonderful seed bed. Acreage will be increased.—Baldwin Elevator Co.

Springfield, Ill., May 19.—Continuance of relatively dry conditions contributed to the further drying out of excess soil moisture that has delayed farm operations from two to three weeks over most of the state, and principal field work during the period was directed toward plowing and planting of corn, and sowing of beans in some central counties. The condition of winter wheat continues fair to good with average progress being made, tho some fields are thin and spotted. Oats are generally in fair to good condition altho somewhat backward for the season. Pastures are fair to good; alfalfa made progress, tho much is of light stand. Some new clover is up in the central counties to a good stand.—C. L. Ray, temporarily in charge, U. S. Dept. of Ag.

Minneapolis, Minn., May 20.—Surface moisture conditions continue satisfactory over a large share of the country, eastern and western states especially having sufficient rains to stimulate normal growth of all vegetation. The Western Plains still lack moisture and rains in the near future are necessary to keep the young plants growing. This dry condition is particularly bad in the western half of the Dakotas, eastern Montana and southern Saskatchewan. Seeding of wheat is practically completed over the Northwest. The Red River Valley area, where the large grain acreage is located, is in splendid condition at the present time, rains having supplied sufficient surface and subsoil moisture to carry the crop along for some time and give all vegetation a wonderful start.—T. R. Shaw, editor Cargill Crop Bulletin.

Bluffton, Ind.—Wells County oat acreage will be reduced sharply by unfavorable weather during April. Cool weather and heavy rains have kept the farmer out of the fields during most of the month. The oat acreage will be reduced about one-half. Much of the land will be set out in soybeans and corn. Wheat has been helped by the rain and now promises to be a good crop. This winter was a hard one on wheat but the heavy rain during the past few weeks has changed all this. Grass and pasture have also benefited greatly. The total rainfall

during April in Wells County reached five inches. There were six days during the month that did not record a rainfall. Owing to the fact that very little plowing has been done farmers are weeks behind in seeding corn; many of them are equipping their tractors with searchlights and expect to work long into the night as soon as the ground dries out.—A. F. McC.

Concordia, Kan., May 16.—From Clovis, N. M., to Amarillo, Spearman and Perryton, Tex., thru Oklahoma Panhandle to Liberal, Garden City and Jetmore, Kan., wheat is close to a failure altho good rains this week could permit some recovery in places, if they come. Then from Jetmore eastward thru Larned, Great Bend and close to McPherson, it shows better, altho badly spotted and in urgent need of rain, but some fields around McPherson near to average in promise. They become poorer thru Salina and change to better around here. Have seen but few fields now promising an average. The bulk of crop especially on high land promises short straw crop caused by heavy spring stooling which was occasioned by cooler than usual weather, so taken in all, the bad conditions are working eastward and heavy rains are needed this week, not only to halt such progress but also to save a whole lot now in danger.—H. C. Donovan, statistician, Thomson & McKinnon.

Minneapolis, Minn., May 22.—We are glad to report very good news. During the past week the weather in the Northwest, generally, has been ideal, with rains and showers almost every day in Minnesota, totaling between one and two inches and in the Dakotas between one-half and one and one-half inches. However, in Montana the precipitation was in small amounts and not at all general. The flax area (Minnesota and the eastern half of the Dakotas) is in excellent shape—the best it has been for some years. There is ample surface moisture to start germination and the subsoil moisture is being rapidly restored. The western half of the Dakotas received good rains this week, which should mean a fair acreage of flax planted there as it is still not too late to plant flaxseed. With regard to Canada, the Prairie Provinces also received some rains and showers, but very little precipitation was received in the important flax districts of Saskatchewan, which comprise the central and southern parts of that Province. Both the surface moisture and subsoil moisture situation is very bad in these districts at the present time and heavy precipitation is badly needed there.—Archer-Daniels-Midland Co.

The total number of persons employed by the various divisions of the government was 3,337,219 in 1935, classified as follows: Federal, 940,678; state, 290,796; city, 585,002, county, township, etc., 289,288; public education, 1,231,455. Of the federal employees, about two-thirds were in the civil branch and the remainder in the military and naval forces.

## The New Farm Bill

A bill drafted by farm leaders was presented to the House agriculture com'ite May 17; but the president said next day he would not press for its passage this year.

The bill would cost an estimated \$372,000,000 a year. Other estimates place the cost at \$600,000,000.

The plan is to make a gift to the farmer of the difference between the market price and the parity price. Producers of basic crops are to receive loans of 80 to 90 per cent of the parity price thru the Commodity Credit Corporation.

The gifts now made to farmers for soil conservation practices would be dropped.

Production would be controlled by assessing penalty on farmers who exceeded their quota of sales.

It is by no means certain that the bill will pass. Marvin Jones of Texas, chairman of the com'ite, is leaning backward. He says "this proposal has a lot of trigger work in it and the com'ite will want to examine all angles carefully before doing anything to upset the soil conservation program. We have a farm act which is functioning very satisfactorily and we will have to be shown conclusively that this plan improves it."

# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Bourbon, Ind., May 13.—All old wheat in hands of elevators. Old corn most all in.—Roy E. Eby, Bourbon Elevator & Feed Mill.

Dwight, Ill., May 24.—Old corn is pretty well cleaned up. Only about 5% still left in farmers' hands.—R. A. McClelland.

Chicago, Ill.—The steamer A. D. McBeth and the barge Tyrone arrived here May 18 with 330,000 bus. of wheat and rye from Duluth.

Duluth, Minn.—Carrying approximately 600,000 bus. of Argentine flax for the Archer-Daniels-Midland Co., six freighters arrived here recently from Canada.

Gardner, Ill., May 24.—About 50% of the corn acreage has already been planted. This territory has about a normal acreage of oats.—Treasure Grain Co.

Portland, Ore.—Oregon wheat has again begun to move to European ports in fairly heavy quantities. Among the first loaded was the Dutch motorship Damsterdyk, loading 1250 tons booked for discharge at Rotterdam. Other shipments to follow closely will total about 40,000 tons via the liners of the Holland-American Line, Royal Mail Line, East Asiatic Line and Inter-ocean Line.—F. K. H.

Vancouver, B. C.—Receipts of grain at Vancouver-New Westminster elevators during April were: Wheat 1,081,400 bus., oats 16,683, barley 1,436, compared with wheat 5,029,042 bus., oats 286,647, barley 12,153, in April, 1936. Shipments in April were: Wheat 1,987,461 bus., oats 49,161, barley 5,250, flaxseed 3, rye 1,401, compared with wheat 5,146,511 bus., oats 179,563, barley 5,557, rye 1,428, in April, 1936.—E. A. Ursell, statistician.

Chicago, Ill., May 21.—Arrivals of imported corn here since May 1 have been 1,669,913 bus., principally Argentine. The steamer Fairmont is due with approximately 90,000 bus. of Argentine corn from Montreal, also the motorship Grain Motor due today with a similar quantity. The steamer Bricoldoe is due here Saturday, the trade believing this vessel to be carrying 160,000 bushels of corn. Vessels have been fixed to load 310,000 bushels Argentine corn at Montreal next Monday or Tuesday for South Chicago.

St. Louis, Mo.—April receipts of grain were: Wheat 831,000 bus., corn 1,572,000, oats 814,000, rye 58,500, barley 280,000, soybeans 62,400, compared with wheat 787,000 bus., corn 2,170,000, oats 1,260,000, rye 69,800, barley 244,100, soybeans 43,300, in April, 1936. Shipments during the same period were: Wheat 927,000 bus., corn 730,500, oats 428,000, rye 42,000, barley 30,100, soybeans 1,600, compared with wheat 654,624 bus., corn 1,221,800, oats 1,031,000, rye 104,600, barley 154,100, soybeans 110,000, in April, 1936.—Merchants Exchange, W. J. Krings.

Cincinnati, O.—Receipts of grain during April were: Wheat 108,800 bus., shelled corn 640,500, oats 166,000, rye 21,000, barley 6,400, buckwheat 1,400, soybeans 7,000, compared with wheat 64,000 bus., shelled corn 225,000, oats 188,000, rye 50,400, soybeans 7,000, in April, 1936. Shipments during the same period were: Wheat 241,600 bus., shelled corn 364,500, oats 66,000, rye 25,200, compared with wheat 246,400 bus., shelled corn 319,500, oats 84,000, rye 18,200, in April, 1936.—Cincinnati Board of Trade, John O'Hara, in charge of inspection and weighing.

Ottawa, Ont., May 20.—Canadian wheat in the United States amounted to 8,429,052 bus., a decrease of 1,216,282 bus. from the previous week when 9,655,334 bus. were reported. Canadian wheat is located at the following ports: Duluth 1,078,052; Erie 100,000; Erie Canal 20,000; Buffalo 2,179,000; Chicago 51,000; New York 3,896,000 and Albany 1,115,000 bus. The wheat stocks in the elevators in Canada for the week ending May 14, amounted to 55,711,186 bus. compared with 58,670,112 bus. for the previous week and 172,615,304 bus. for the corresponding date last year. Stocks of wheat in Canadian elevators are located as follows: Country elevators 9,525,000; interior terminals 4,281,217; Vancouver-New Westminster 5,590,652; Prince

Rupert 910,994; Churchill 614,569; Head of the Lakes 13,882,653; eastern elevators lake and seaboard ports 8,430,092 and 5,997,160 bus. respectively.—R. H. Coats, Dominion Statistician.

Duluth, Minn.—Heavy importations of Argentine flax and prospect of an increased acreage to be seeded in our Northwest, due to the delay in getting wheat and other grains in the ground because of the backward weather and wet soil, have exerted a decidedly bearish influence on the futures market. Since early in the month there has been a steady down swing in prices, due to forced selling with no adequate support to stem the decline. The close of the market May 22, showed a drop of 16c, with May and July standing at the \$2 mark and September \$1.99.—F. G. C.

Duluth, Minn.—Steady and urgent inroads on Duluth-Superior grain stocks during this month have made a deep cut in elevator holdings. Railroads have been crowded for cars to move the grain, with boats also handling moderate amounts. Bulk of the movement, however, was by rail. The decrease has run from 1 to 2 million bus. weekly and at the close of business May 22, elevators held but 5,424,000 bus., the lowest stocks in years. Last year at the same time elevators carried 15,500,000 bus. During the first three weeks in May this market shipped 557,754 bus. of rye to Chicago and 188,080 bus. of winter wheat. Toledo received an oat cargo of 246,649 bus., while 215,970 bus. spring wheat in bond was shipped to Montreal and 238,441 bus. to Pt. Colbourne, Can. Bonded rye of 74,671 bus., held here all winter, went to Montreal by boat. All of the grain shipped was for export account. Grain shipments to Buffalo by lake ran rather light, in comparison with former years.—F. G. C.

## Grain Imports

Imports of grain during the period July-March, 1936-37, compared with the like period, 1935-36 (shown in parentheses) were:

Barley, 12,009,000 bus. (552,000); barley malt, 307,574,000 lbs. (197,191,000); corn, 49,330,000 bus. (29,260,000); oats, 139,000 bus. (63,000); rice, 122,961,000 lbs. (32,495,000); rye, 3,942,000 bus. (2,111,000); wheat, 41,249,000 bus. (36,945,000); wheat, if flour is included, 41,433,000 bus. (37,010,000).

Kansas City, Mo.—William T. McArthur, Wichita, executive sec'y of the Southern Kansas Millers Club, has resigned to become traffic manager and assistant manager of the new Associated Millers of Kansas Wheat, effective June 1.

Wheat futures trading in the Buenos Aires, Argentine, market averages about 37,000,000 bus. a month.

Argentine shipments of grain during the week ending May 15 included 2,862,000 bus. of corn to the U. S., 2,299,000 to Canada.

Russia is reported to have 25,637,900 acres of its tilled land in state farms, 146,788,250 acres in collective farms, and 1,956,750 acres in individual farms. More than 2,200,000 acres additional, virgin soil, were expected to be turned and planted this spring.

The highest mill building in the world is the one recently completed for Spillers, Ltd., at Newcastle-on-Tyne, Eng. This arises from the unusual construction of large concrete grain bins below and the flour and feed manufacturing plant on top of the grain bins.

Moscow, U.S.S.R.—Spring sowing plans of the Soviet Union were reported May 5 to embrace 234,045,000 acres, mostly collective farm land. Over 87,000,000 acres were scheduled for selected grain seeds, 7,090,000 for sun-flower seed, and 3,750,000 for flax seed. Large quantities of fertilizer have been delivered to the farms this spring.

Liverpool, Eng.—The Liverpool Corn Trade Ass'n, Ltd., had 222 members on Mar. 31, 1937, representing 123 firms, compared with 226 members, representing 125 firms, last year. Subscribers to the newsroom numbered 285, of which 62 were subscriber-brokers, the same number as last year. Subscribers to the spot market numbered 169.

In Germany, the wheat acreage winter-killed was estimated at 6.9 per cent of the area sown, which is the largest winter loss experienced since 1922, and compares with the 10-year average of 2.7 per cent. The area of winter rye lost amounted to 4.2 per cent, the largest loss reported during the past 6 years. Abandonment of the winter-barley acreage was 6.5 per cent, as against 0.1 per cent last year.—Buro of Agricultural Economics.

Eugene Arms of the Mutual Fire Prevention Buro has been elected a director for 3 years of the National Fire Protection Ass'n.

## Illinois Grain Dealers Ass'n Elects Officers 1937-8



Front row, l. to r.: Pres.-elect L. B. Walton, Mayview; First Vice-Pres. W. C. McMichael, Lawrenceville; Sec'y W. E. Culbertson, Delavan.

Back row, l. to r.: Treas. Fred E. Verry, Armington; Directors: H. C. Gring, Farmer City; L. W. Railsback, Weldon; A. C. Koch, Breese; Charles J. Potter, La Rose.

# The GRAIN DEALERS JOURNAL

## Texas Dealers Celebrate Return of Better Business

(Continued from page 419)

### Saturday Morning's Session

PRES. CONE presided at the closing session, and expressed the appreciation of the Ass'n for the most enjoyable entertainment furnished by the Fort Worth Grain and Cotton Exchange.

PROF. IDE P. TROTTER, head of the agronomy dept., A. & M. College, College Station, described the methods followed at the college in training young men who may enter the grain business. It is the aim of his dept. to work toward an efficient and economical production of a uniformly high quality of all crops, he said.

JOHN W. YOUNG, Austin, State Seed Inspection Dept., denounced the fraud and sharp practices indulged in by itinerant truckers selling seed. He told of instances of screenings being sold as prime seed by the roving truckers. Present seed laws, he stated, were written before the advent of the truck peddler, and urged that new laws be drawn up to put a stop to the swindlers.

C. W. GRIFFIN, Fort Worth, Federal Supervisor, explained the changes in grain standards to take effect this year and explained the reason for the changes.

J. C. MYTINGER, Wichita Falls, pres., Texas R. E. Ass'n, in an able address on "Taxes," said: "Our present tax muddle is caused by ignorance, indifference, selfishness, and hypocrisy. The power to tax is the power to destroy, and we are rapidly approaching the point where taxes are unbearable." He advocated an agency for proper fiscal control, and the creation of a state tax commission with complete power over state and local taxes to overcome the problem of the many overlapping taxing bodies. Mr. Mytinger said a bill creating such a commission is likely to be introduced at the forthcoming special session of the Legislature.

PRES. CONE called on delegates for crop reports.

R. E. COWAN, Fort Worth, chairman of the Resolutions Committee, reported the following resolutions which were unanimously adopted:

The resolution opposing Senate Bill 69 adopted by the Panhandle Grain Dealers Ass'n and published elsewhere in this number, was readopted.

WHEREAS, The Association has lost by death since the last annual meeting two of its faith-

ful members, Mr. Mark L. Wyatt of Abilene, and Mr. J. A. Whaley of Gainesville, and

WHEREAS, The departure of these members leaves the Ass'n with a deep sense of loss, not only of their fellowship, but of their counsel and experience, therefore be it

RESOLVED, That this Ass'n express its sincere sympathy to the families of Mr. Wyatt and Mr. Whaley, that a copy of this resolution be spread on the minutes of this annual meeting, and that the secretary be directed to forward a copy to the families of the deceased members.

Other resolutions adopted expressed thanks to the various speakers for their interesting and instructive addresses, to the Fort Worth Grain and Cotton Exchange and committees for the excellent arrangements and entertainment provided, and to the officers of the Ass'n for their efforts in making a successful and extraordinary progress during the past year.

R. E. WENDLAND, Temple, chairman of the Nominations Committee, presented the following officers, who were re-elected unanimously:

Pres., J. C. Crouch, Dallas; first vice pres., W. B. Chambers, Sanger; second vice pres., Albert Brown, Lampasas; sec'y-treas., G. E. Blewett, Fort Worth.

Directors, J. C. Crouch, Dallas; W. B. Chambers, Sanger; Albert Brown, Lampasas; G. E. Blewett, Fort Worth; T. E. Melcher, El Campo; A. F. Miller, Houston, and W. C. Cates, Floydada.

Adjourned *sine die*.

### Fort Worth Convention Notes

Representatives from Kansas City were L. J. Byrne, A. W. Erickson, R. A. Kelly, Fred W. Lake, W. R. Lincoln of Wolcott & Lincoln, and Frank A. Theis.

From Oklahoma came J. M. Moore, Altus; E. A. Stewart, Durant; J. Floyd Chance and Ben Feuquay, Enid; H. W. Archer, Purcell, and J. M. Bowles, Randlett.

Ray B. Bowden, ex-vice pres., Grain & Feed Dealers National Ass'n, was the only man from St. Louis.

Chicago was represented by Frank A. Miller, James E. Bennett & Co.

Wichita, Kansas, was represented by Clyde Caudill.

Dallas representatives included J. S. Adams, J. C. Couch, Warren Howard, L. C. Jennings, A. S. Lewis, G. H. Rogers, R. R. Stuard, C. P. Wasson, Frank White, Geo. W. Williams, and Ray Wilson.

From Houston came W. R. Archer, Bruce Carter, Geo. S. Colby, N. A. Crawford, Jene Downman, J. W. Jockusch and A. F. Miller.

Other Texas representatives were Leon Camen and Sam B. Kennedy, Abilene; J. E. McAvoy, Aiken; Sam Berry, Anson; Reece Meador and John W. Young, Austin; E. Lawrence, Bartlett; W. S. Jarrett, Breckenridge; Charles Wilson, Coleman; F. D. Fuller, College Station; Hubert Brown and T. F. Hughston.

Crowell; Geo. C. Knaur, Denison; T. E. Melcher, El Campo; W. C. Cates, Floydada; H. F. Johnson and S. P. Perich, Galveston; Ben and Burk Clement, Gatesville; F. B. Wrinkle, Goodlett; W. D. Deacon, Grapevine; C. E. Lee, Greenville; O. D. Dinwiddie, Hart; Henry A. Wieser, Hamilton; F. B. Moore, Hamlin, Earl Starnes, Hondo; R. L. Cole, Krum; Albert Brown, Lampasas; Robt. Munay and Burton Thornton, Lockney; John Shive, Longview; S. E. Cone and H. B. Hanks, Lubbock; A. Liebscher, New Braunfels; H. M. Fish, Paducah; G. Dilley Broyles, Palistine; A. D. and O. N. Hughston, Ben F. Smith and H. G. Stinnett, Jr. Plainview; W. H. Joiner, J. R. Taylor, and G. A. Vestal, Quanah; J. C. E. Schmidt, Robstown; Douglas W. King and J. F. Shanley, San Antonio; J. P. Gibbs, Sequin; R. C. Ayers and Sam Staggs, Slaton; W. B. Chamber, Sanger; A. W. Arnold, Snyder; F. H. Snell, Sugar Land; J. E. McDonald and R. E. Wendland, Temple; E. G. Barks, Tulia; Robt. Fielder, Van Alstyne; Ben Martin, Vernon; Anthony Bartsas, O. E. Blume and Medison Clement, Waco; H. J. Bradish and C. A. Waller, Weatherford; J. M. Erwin, W. P. Geraghty and J. C. Hunt, Wichita Falls; C. L. Green, Winters.

### Argentine Corn in Processing

A large amount of the Argentine corn recently entering the Chicago market is understood to have been moved to industries manufacturing starch, glucose, and other corn products. Some has also been purchased by producers of alcohol. But most of this foreign grain is reported to have been taken by feed manufacturers, for use in livestock and poultry feeds.

An Illinois distillery, running a test on Argentine corn, has found it yielding approximately 3½ gallons of alcohol per bu., which is very low when compared with the average of 5 gallons per bushel obtained from domestic corn.

### Buchman's Elevator and Feed Mill at Paola, Kan.

The Buchmans started in the feed and seed business at Paola, Kan., about ten years ago in an uptown storeroom. In 1929 they purchased the old house known as the Fowler elevator and operated it successfully until last November, when it was razed and the new elevator and feed mill illustrated herewith was erected in its place.

The Buchman Seed & Feed Co. is an incorporated company with Joe Buchman, president and general manager; Mrs. Margt. Buchman, V. P.; Tom R. Buchman, secretary and office manager; E. H. Walker, treasurer and manager of their feed and seed store at Osawatomie, Kan.

The new plant is constructed of studded frame, metal clad siding and roof. Its construction was engineered and supervised by the Ernest Engineering Co.

The equipment of the plant consists of a high speed elevator leg, with Clow Winter ball-bearing head drive direct connected with a fan cooled enclosed electric motor; a ball-bearing sheller; a hammer mill equipped with magnetic separator driven by V belt drive from a 30 H.P. electric motor; No. 34 Western Gyrating ball-bearing Cleaner; 6 bu. Richardson Automatic Scale; 3 distributors; an improved manlift from basement to cupola floor; a Puritan J-B Molasses Mixer; a No. 3 Batch Feed Mixer; Blue Streak Corn Cutter and Grader; a No. 7 Bowsher Feed Mill; 30,000-lb. Fairbanks Truck Scale with 9x22-ft. platform; a Bender Truck Hoist with a 2 h.p. Master Fan Cooled enclosed Motor. All power and light wiring is in standard rigid conduit. Nine fully enclosed ball-bearing motors supply the power.

The capacity of the storage space is about 15,000 bu. divided into 12 bins; four full height bins and 8 overhead bins of various sizes. Concrete hoppers are in all full height bins and wood hoppers in the balance of the bins.

The cost of this house completely equipped was about \$18,000, figuring the reproductive cost of all equipment used.



Buchman's Elevator and Feed Mill, Paola, Kan.

# Four Swindling Truckers Arrested in Indiana

Four itinerant truck operators who have been using semi-trailer trucks fitted with concealed hydraulic jacks behind the fifth wheel to defraud grain dealers on weights were arrested by Indiana state police detectives May 20. Thus Indiana law enforcement officers join those of Kansas and Illinois in making an active effort to break up the ring of swindlers who have preyed on midwestern grain dealers for many months, using the hydraulic jack to show about 30 bus. more grain on every load they sold than the load actually weighed, and to relieve the scales of an equal amount of weight when grain was being bought.

The four men arrested in Indiana gave their names as Herman Folk, 50 years old; Glenn A. Folk, 20, and Alva Price, 29, all of Coffeyville, Kan., and Ora Folk, 45, of Indianapolis. The latter was described by the police as the head of the group operating in Indiana. With them were Mrs. Vern May Price, wife of Alva, and Gyneth Childers, 17, of Tyro, Mo., reported engaged to Glenn Folk. The gang is reported to have been operating two trucks near Richmond, Ind., for about three weeks.

The four men told a story about belonging to a loose-knit organization whose members pay allegiance and tribute to a master-mind, now serving time in the Kansas penitentiary, known to them as William Howard, St. Joseph, Mo. At one time, reported the quartet, about 35 members were enrolled in the gang.

The Indiana truckers claim that for the hydraulic equipment used on their trucks they paid Howard \$80.00 and a portion of their profits.

A tip from Sheriff Art Quigley and Deputy Sheriff Kenneth Thornburg, at Richmond, put the state police on the trail of the swindlers. Price was arrested in Richmond. Herman Folk and Glenn Folk were caught near Franklin. Ora Folk was picked up in Indianapolis. The men are expected to be returned to Richmond to face charges of obtaining money under false pretenses.

The method of operation of the concealed hydraulic jack was described in detail on page 281 of the Apr. 14 issue of *Grain & Feed Journals*. In the list of arrests described therein were listed three other men named Folk, George, 42, Lee J., 23, and Clarence E., 20. Their pictures with others appeared on the outside front cover of the same issue. George Folk is now serving a term in the

Kansas penitentiary on a conviction in a grain weight fraud case at McPherson, Kan.

Grain dealers who post the pictures of the swindlers in their office help to warn farmers and their own helpers against having any dealings with the sharpers.

A suspicious elevator man at Richmond, Ind., descended into the basement and looking up through a hole in the platform discovered the queer contraption raising the front end of the trucker's trailer. He notified the sheriff and the trucker was arrested before he could get out of town.

The sheriff notified the state police headquarters in Indianapolis and two detectives, Russell Coons and Vernon Shields, were put on the case. Through hunches which they played successfully, they first picked up the two girls traveling with this gang, one the wife of Price and the other living with Glenn Folk. Coons and Shields deserve special credit for their good work in picking up another truck and two men at Franklin, hauling merchandise until such time as they found a good victim on grain.

## Heating Grain and Fumigation

The heating of grain may be caused either by a high moisture content or by the presence of insects. Peas infested with the southern cowpea weevil<sup>1</sup> have been known to heat to as high as 103° F. when the normal temperature was 58°. Wheat stored in farmers' bins and well infested with the rice weevil<sup>2</sup> and the flat grain beetle<sup>3</sup> has been found heating to 109° F., when the normal temperature was 27°. Wheat in shallow bins or on barn floors and stored in piles ranging in depth from 1 to 3 feet will heat if badly infested. Wet corn stored in a concrete elevator bin has been known to heat to about 300°. Insects in heating grain are killed or driven away when the temperature approximates 120° or higher. The records of the grain inspection department of the Baltimore Chamber of Commerce indicate that in 1923, during the September-December period, over 50 per cent of the 1,109 railroad box cars and bay boats fumigated because of insects present in the wheat shipped in them were recorded as heating<sup>4</sup>.

The foregoing facts are presented to direct attention to the following two important points that must be considered in fumigating hot grain:

If the grain is heating to the ignition point of an inflammable and explosive fumigant, there is just as much danger of fire as tho fire itself were brought in contact with the gas. There is on record only one instance of an explosion following the use of carbon bisulphide in heating grain. In this case wet corn in a concrete bin was involved, and it was known to be heating, from causes other than insect attack, to a temperature of about 300° F.<sup>5</sup> When fumigating heating grain it should be determined beforehand that its temperature is well below the ignition point of the fumigant if the fumigant is one that is inflammable and explosive. The experience of fumigators the country over indicates that grain infested with weevils is seldom dangerously hot.

Grain heating as a result of insect attack can have its temperature reduced to normal by fumigating with carbon bisulphide, and probably by the other effective fumigants. If the outside temperature is low enough to prevent insects from feeding on grain the heating grain should be fumigated so that its temperature will fall to the normal. This will prevent insects from continuing their destruction during winter, when it would naturally be expected that the cold would afford protection from them.—U. S. D. A.

<sup>1</sup> *Callosobruchus maculatus* Fab.

<sup>2</sup> *Sitophilus oryzae* L.

<sup>3</sup> *Cryptolestes pusillus* Schön.

<sup>4</sup> Data furnished the Bureau of Entomology and Plant Quarantine by Harold Anderson, grain supervisor, Bureau of Agricultural Economics.

<sup>5</sup> The spontaneous-ignition point of carbon bisulphide is about 297° F.

As May 30 will fall on a Sunday, Memorial Day will be celebrated on Monday, May 31, and grain exchanges of the United States will be closed. The last day for trading in grain to be delivered on May contracts is Wednesday, May 26, and any contracts remaining open after that date are to be closed only by delivery.

Domestic offerings of corn have been supplemented by the arrivals at United States ports of approximately 50,000,000 bus. of foreign corn, mostly Argentine with only small lots of South African and Danubian corn, says the Bureau of Agricultural Economics in commenting on the seasonal movement of corn.

No. 2 yellow corn was nominally quoted at Fort Worth, Texas, at \$1.45 per bu. the past week as compared with Argentine corn, basis 2 yellow, at \$1.32½ for June shipment from Galveston.

The American Society of Agricultural Engineers will meet June 21 to 24 at the University of Illinois, Urbana.

Rice stocks in Japan on May 1 were reported at 12,058,000 lbs., which is 7 per cent more than a year ago.

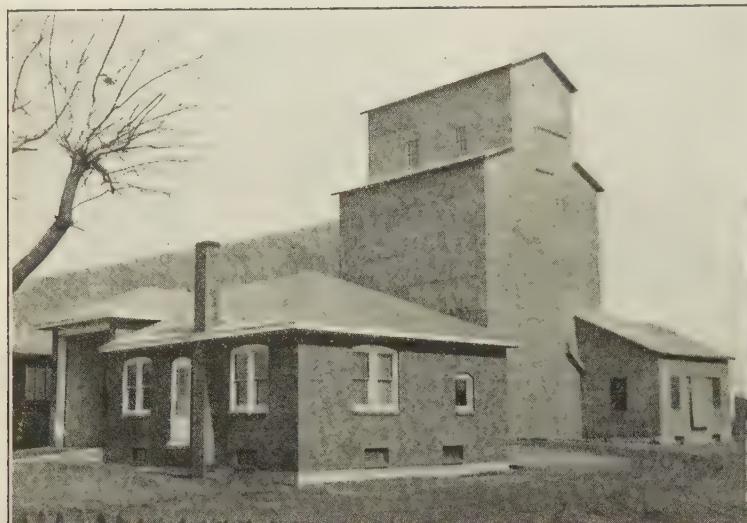
## Operators of Semi-Trailers Equipped with Hydraulic Jacks Arrested Last Week



395—Alva B. Price

396—Glenn Allen Folk

397—Ora Folk



(1.) Ladd Elevator Co.'s New Office, and Its Elevator, Ladd, Ill. (2.) Counter-balanced Overhead Door in Driveway of Ladd Elevator Co.'s New Office.

## Brick Veneer Makes Handsome Grain Office

Manager A. E. Foster is justly proud of the handsome new one-story office and scale driveway built by the Ladd Elevator Co., to serve the company's 23,000 bu., modern, cribbed, iron-clad elevator at Ladd, Ill.

Belying less than \$3,000 invested in the office and new scales, the brick veneer structure, setting on a concrete foundation with basement, looks like half again its cost. Together with its 26x14 ft. double walled driveway over the 22 ft. deck of the new 20 ton Sowehg truck scales, the new office takes 26x42 ft. of ground space.

In the office are three rooms, a 15x26 ft. main office, weighing and customers' room, where fireproof record safes and bookkeeping equipment is assembled; a 13x15 ft. directors' room, with new table, chairs and rug; and a small record room, where bookkeeping supplies are kept. Trim in all rooms is of natural yellow pine, floors of maple. At the double windows hang handsome venetian blinds.

A hot air furnace in the basement, with humidity control, keeps the office comfortable. The scale pit is reached only thru an opening in the concrete of the basement's north wall. Expected to be installed soon will be lavatories and shower baths for the company's employees.

At each end of the driveway is a sectional door, spring counter-balanced to roll upward

on tracks under the roof. In the fully raised position the doors leave 13 ft. of clearance for the passage of trucks. Double walls are security against freezing in the winter time when the driveway is used as a garage for the company's truck.

Sixteen years with Mr. Foster as manager has given the Ladd Elevator Co. a modern elevator with two fast handling legs, a double pit, two air lifts, all electric power, and the new office in addition to regular dividends. Altho several sidelines are handled, the company's principal business is buying and shipping grain.

## No Recovery of Processing Tax Passed On

The Supreme Court of the United States on May 17 decided against the Anniston Mfg. Co. in its suit to recover cotton processing taxes.

On the decision rested the liability of the government to refund \$963,000,000, very little of which will be refunded, since few processors can meet the requirement that they did not pass the tax to customers.

The court said: "While the taxpayer was undoubtedly hurt when he paid the tax, if he has obtained relief thru the shifting of its burden he is no longer in a position to claim an actual injury and the refusal of a refund in

such a case cannot be regarded as a denial of constitutional right.

"After the petitioner had been required to produce all the necessary facts the board could make its determination, after which the reviewing court, and finally the Supreme Court itself, could direct the board to enter any designated judgment to which the claimant might constitutionally be entitled."

The section of the 1936 revenue act upheld provided a new administrative procedure governing suits for the refund of processing and floor stocks taxes collected under the unconstitutional AAA, and placed the burden of proof upon taxpayers to show that the taxes had not been passed on to the producers of raw materials or the consumers of finished products. The act set up a board of review in the treasury department to consider claims disallowed by commissioners of internal revenue, and provided for judicial review of the board's decisions.

**Solar activity** reaches a height in 23-year cycles. Charles Greeley Abbot of the Smithsonian Institute predicted before the meeting of the American Geophysical Union in Washington early this month: "A double solar cycle of 46 years appears to be particularly important in precipitation. We seem justified in expecting a severe recurrence of drouths following the year 1975. Violent sun storms, affecting the weather on earth, are expected to reoccur until some time in 1939.



(1.) Weigh Beam and Work Desk in New Office of Ladd Elevator Co., Ladd, Ill. (2.) Manager A. E. Foster Before Merchandise Display Cabinet in Customer's Room.

# Oklahoma Shippers Object to Limiting Train Lengths

The fortieth annual convention of the Oklahoma Grain Dealers Ass'n was held at the Youngblood Hotel, Enid, May 14-15.

PRES. E. R. HUMPHREY, Enid, called the first session to order, and the delegates were welcomed to the city by Dave Bucher, acting for Mayor Allen.

Pres. Humphrey, in his annual address, said:

## President Humphrey's Address

We would like to say a few words about our association. In the general scheme of things for the past several years the individual seems to count but little, his voice alone is unheard, his influence alone is nil. On the other hand, the organization is given some attention, its views are recognized, its actions are noticed, the larger the organization the more effective is its influence. Many times the grain dealer is maligned, legislated against, frowned upon by the powers that be. His only hope, as we see it, is in continuing his organizations both state and national and in actively supporting and making them stronger, for these organizations are his mouthpiece, his justification and his defense when necessary.

Our Oklahoma Association has not been idle during the past year. We have watched legislation, have given our members information on many subjects, and in connection with the Enid Board of Trade have initiated a movement toward rate adjustment which we believe will be of benefit to the producer and of no detriment to our neighbors north or south.

Pres. Humphrey appointed the following committees:

**RESOLUTIONS:** Claude Nicholson, Enid; Dave Moxon, Blackwell; Myron Humphrey, Chickasha; R. A. McClintock, Enid, and R. E. Nelson, Clinton.

**NOMINATIONS:** V. L. Goltry, Enid; Ben Feuquay, Enid, and E. S. Bouldin, Muskogee.

G. E. BLEWETT, Fort Worth, extended a cordial invitation to the delegates to attend the convention of the Texas Grain and Feed Dealers Ass'n at Fort Worth, May 21-22.

FRANK A. THEIS, Kansas City, in his address, "Prospects for Export Business," stated that in contrast to his pessimistic predictions at Galveston four years ago, he is now extremely hopeful for a revival of export business. He said, "The theory of restriction of production to domestic demands has proven a myth. I will not endeavor to predict the crop but will leave that to the crop forecasters. If this crop comes thru on the basis of the last reports, I predict that 50,000,000 bushels of Southwest wheat will go for export." He stated that between 1,750,000 and 2,000,000 bushels had already been sold for export. With the world situation in stocks of wheat corrected, and surpluses dissipated, there would be no competition with U. S. wheat in world markets until the Canadian crop is harvested, and the Canadian prospects, he said, were not good. "Trade barriers between nations are beginning to vanish because the world needs wheat," he said, and predicted that the U. S. would again take its place in world markets as a wheat exporter.

The price, he thought, would be around a dollar a bushel to the producer, but he cautioned the dealers about making contracts on that basis.

In giving his impression of the administration's farm program, he said he expected them to rely on the soil conservation act, and appease farmers by benefit payments under that program. He believed that the administra-

tion was hopeful of putting thru a crop insurance program and stated his belief that the Agricultural Dept. had in mind "the ever normal granary" plan. Crop insurance, he said would operate in wheat only and would develop into a small "ever normal granary," but doubted if any start could be made before 1939. He stated his opinion that the administration was beginning to realize that large crops create more wealth than small crops, and believed that there was no intention to curtail acreage in 1938 regardless of the outcome of the present crop.

Mr. Theis reviewed the activity of the Southwest Country Elevator Ass'n against the itinerant truckers and outlined the "Train Length Limit Bill," which limits the length of a train to 70 cars. "This bill," he said, "has been reported out of the Senate committee without hearing, and if enacted into law will cost the railroads 180 million dollars, and increase grain freight rates 10 per cent." He urged the ass'n to investigate the bill, adopt a resolution, and appeal to their senators to send the bill back to the committee for a hearing.

Adjourned to 2 p. m.

PRES. HUMPHREY again presided at the second session.

C. B. BEE, Oklahoma City, traffic counsel and rate expert for the Oklahoma Corporation Commission, reviewed the 30 years' history of railroad rates, adjustments and litigation in Oklahoma. He outlined the Southeastern grain rate case now under discussion and answered questions regarding the case.

RAY B. BOWDEN, St. Louis, executive vice president of the Grain and Feed Dealers National Ass'n, addressed the delegates on the trend toward government control over business. The men at Washington he described as honest, sincere and smart, but lacking in practical knowledge of the grain business, and urged greater interest and activity in association affairs to prevent the eventual elimination of the grain trade.

J. C. CROUCH, Dallas, extended a cordial invitation to the delegates to attend the Grain and Feed Dealers National Ass'n convention to be held at Dallas, Oct. 11-12.

Adjournment to Saturday morning.

AN EXCELLENT BANQUET was enjoyed by the delegates in the ballroom of the Youngblood Hotel, Friday evening. The Wichita Quartette divided honors with the floor show and dancing lasted far into the night.

PRES. HUMPHREY presided at the third session on Saturday morning.

A ROUND TABLE discussion on wheat crop conditions in Oklahoma brought out a wide difference of opinion, with estimates for the state running from 10 million to 55 million bushels. The southern half of the state was reported generally good, and a serious lack of moisture in the north. Most agreed that the wheat crop was a weather proposition, and with favorable weather and rain in the north, the crop should run between 40 and 50 million.

CLAUDE NICHOLSON, Enid, chairman of the Resolutions Committee, reported the following resolutions, all of which were adopted:

### Resolutions Adopted

We, your Committee on Resolutions, favor and most earnestly recommend an amendment to our Constitution as follows:

Article 1.—Name—Section 1 of our present by-laws states: The name of this organization shall be The Grain Dealers Association of Oklahoma.

Resolved, that this be changed and, in lieu thereof, we adopt the name—Oklahoma Grain & Feed Dealers Ass'n.

### Limiting Length of Freight Trains

WHEREAS, It has come to the attention of this Association that legislation, for prohibiting the operation in interstate commerce of trains having more than seventy cars is contained in a measure known as United States Senate Bill 69, and that

WHEREAS, The Senate Committee on Interstate & Foreign Commerce voted out this Bill without a public hearing, with the recommendation that it be passed, and

WHEREAS, The shipper of grain and other commodities will be burdened with an additional annual freight charge estimated at \$180,000,000. This would mean that shippers of all products will be forced to pay an estimate of 10 per cent higher freight rates or it will mean bankruptcy and ultimate Government ownership for many of the rail lines. A 10 per cent increase in freight rates on the grain and milling trade would amount to almost \$20,000,000 per year under normal crop production. Similar increases would be necessary in the rates on other commodities, and

WHEREAS, Such tremendous increase in railroad rates would divert more business to the truck-peddlers by giving them a greater unfair advantage over legitimate dealers, and

WHEREAS, The increase in general traffic threatens this country with a serious car shortage, and the proposed reduction in length of trains, together with reduced motive power of the carriers, would bring about a serious delay in the turn-around of these cars and the car shortage would be intensified, be it

RESOLVED, That this Association in annual convention here assembled, vigorously oppose the passage of such radical legislation and that a copy of this Resolution be sent to Senators Elmer Thomas and Josh Lee, demanding that they exert every influence to defeat this measure and have it referred back to the Committee on Interstate and Foreign Commerce in the Senate, for full and complete hearing.

### Illness of Members

WHEREAS, Sickness has prevented the attendance at this convention of two of our most valued and loved members, be it

RESOLVED, That the secretary be instructed to write Mr. W. B. Johnston of Enid, and Mr. C. T. James of Gage, expressing our regret at their absence and assuring them that they have been very much in our thoughts, their advice and council greatly missed.

With a deep sense of personal loss we must record the death of a wise and sympathetic friend, J. M. Shornden of the J. M. Shornden Grain Company, Ponca City, who passed away three months ago.

RESOLVED, By the Oklahoma Grain Dealers now Assembled in Annual Convention at Enid, Oklahoma, this May 15, 1937, that whereas Cecil E. Munn, one of the prominent members of this organization, died on August 30, 1936, we take this means of expressing our deep regret over his untimely death. Mr. Munn was in the prime of life, a man of outstanding ability and of the highest personal character, and



E. R. Humphrey, Enid, Re-elected Pres.

# The GRAIN DEALERS JOURNAL

who had risen to great prominence in the field of endeavor in which he was engaged. He commanded the respect and confidence of his fellow grain dealers and of his fellow men, and this association has suffered an irreparable loss in his death.

It is therefore the sense of this organization that we extend to his family and to his many friends our sincere sympathy in the loss which they have sustained by his death, and to assure them that he will always be remembered by this association as one of its outstanding and most honorable members.

ELECTION continued all officers, adding E. S. Bouldin to the directors. They are: E. R. Humphrey, Enid, pres.; E. L. Baxter, Vinita, vice pres.; C. F. Prouty, Oklahoma City, sec'y-treas.; and W. E. Shepherd, Hobart, M. E. Humphrey, Chickasha, C. T. James, Gage, Ben Fequay, Enid, and E. S. Bouldin, Muskogee, directors.

Sec'y Prouty, completing his thirty-fifth year with the ass'n, emphasized the importance of district meetings and urged the dealers to attend them.

Adourned *sine die*.

## Enid Convention Notes

MACHINERY and supply men in attendance included Al Jardes and C. P. Townsend of Fairbanks Morse Co.; I. D. Allison, White Star Co.; C. W. Ellis, of J. B. Sales Co., and C. O. Armstrong and J. V. McDowell.

PENCILS were distributed by James E. Bennett & Co., Blewett Grain Co. and J. B. Sales Co.

LEO Potishman distributed rabbit-foot charms and had the crowd pulling for Transit Grain Co. with novelty twisters.

GRAIN Dealers National Mutual Fire Ins. Co. was represented by F. S. Rexford and R. T. Hassman, who had charge of the registration.

### Enid Convention Attendance

P. R. McCaul, Minneapolis, was the Northwest's only representative.

St. Joseph, Mo., sent James L. Tipton.

Chicago sent F. F. Thompson of Jas. E. Bennett & Co., R. C. Mill, and Crop Statistician E. H. Miller.

Hutchinson sent Bob O'Brien and W. C. Fuller.

From Wellington, Kans., were Price Fequay, of Wolcott & Lincoln, Inc., W. T. Voils, and R. A. Erbentraut.

Dallas was represented by J. C. Crouch, Frank White, W. A. Howard, and D. S. Donovan.

Kansas City representatives included E. A. Cayce, A. W. Erickson, R. A. Kelly; Fred L. Klecan (James E. Bennett & Co.); E. C. Meservey, L. W. Sanford; Frank A. Theis (Simonds-Shields-Lonsdale Grain Co.).

Amarillo sent Harry Kearns, A. A. Henne-man, and J. E. Davis.

Texas representatives included W. B. Chambers, Sanger; Geo. S. Colby, Houston; M. H. Culpepper, Beaumont; H. F. Johnson, Galveston; and Sam E. Skaggs, Slaton.

Oklahoma City's market was represented by C. B. Bee, Glen Berry, C. B. Cozart, W. W. Deck; R. R. Dill (James E. Bennett & Co.); Erich P. Frank, Roy Frymire, S. E. Golderman, R. H. Jordan, J. W. Maney, R. C. Moss, J. E. Mountjoy, A. B. Richert, W. B. Stowers, Frank Winters.

Wichita's representatives included E. H. Adair, E. H. Batt, John Beyer, G. F. Binderim; H. L. Chowning (Simonds-Shields-Lonsdale Grain Co.); A. W. Gill, Ray P. Green, J. R. Harold, John Hayes; Bill Kopp (B. C. Christopher & Co.); P. M. Morton; L. A. Patterson (Sculiar-Bishop Grain Co.); W. E. Root, U. L. Shelton, R. W. Smith, W. W. Wallis, and Glenn G. Yancey.

Fort Worth's market sent G. E. Blewett, A. G. Campbell, Young Davitt, Carl Ferguson, Earl Ferguson, A. Galbraith, Lewis Meekins, P. J. Mullin, Leo Potishman, Leo Shorter, Charles Simons, J. A. Simons, K. K. Smith, Harry L. Stover, Ralph Strader, and Oscar Tillery.

Oklahoma country shippers and mill buyers (arranged alphabetically by towns) were: O. E. Bailey and C. O. Nickell, Alva; R. L. Lovely, Ames; W. M. Black, Arapaho; R. F. Wells, Beaver; George Burgin and Gordon Hayton, Billings; Jim Litz, Buffalo; F. H. Schlicht, Burlington; Scott Reay, Canton; Charles Cox, Jr., Carmen; J. R. Thomas, Carnegie; W. E. Gilpin, Cashion; S. C. Brown, Frank Hamilton, W. E. Hunt, D. A. Mock, Ralph M. O'Donnell, and T. C. Oare, Cherokee; Floyd W. Allison and Ed Burson, Chickasha; Frank O'Bannon, Claremore; Ed Nelson, Clifton; R. J. Crawford, Custer City.

John Finnegan and Carl Lang, Dacoma; Chas. V. Page, Douglas; C. E. Daniels, Duran; W. H. Boon and W. H. Schroeder, El Reno; J. N. Voorhees, Fairview; Frank Moudry, Fay; C. J. Hubbard, Frederick, H. F. James, Gage; F. Ringelman, Geary; Elmer Estill and John Streich, Goltry; B. A. Parsons and Homer Waller, Hardner; Sid Barnes, W. E. Shepherd and Henry White, Hobart; R. A. Falkenfeld, and Tom V. Wakefield, Hitchcock; H. S. Ferguson, Hopeton.

Munson M. Church, Jet; J. S. Ezell, Glenn Johnston, A. R. Lankard, F. W. Lankard and Glenn Switzer, Kingfisher; D. E. Spencer, Lamont; E. J. Clark, Marshall; Otto Zeman, Medford; E. C. Wegener, Minco; E. S. Bouldin and Athol Sayre, Muskogee; I. B. Enterline, Nash; Oscar Dow and Harry Hunter, Okarche; J. L. Nault, Okenee; Jim Hutchins, Ponca City; E. W. Johnston and Walter E. Johnston, Pond Creek; E. V. Covey, Renfrow.

Matt Roetker, Selman; Wm. B. Mote and Louis Zahn, Sharon; Levi Portwood and Max Wallace, Snyder; E. Harold Goodholm and W. J. Grover, Stillwater; E. B. McNeill and J. W. Matthews, Thomas; C. J. Duggan and E. O. Wheeler, Watonga; W. O. Wheeler, Weatherford; W. A. Teter, Woodward; J. H. McCrady, Yewed; Joe E. Dobry, T. A. Kroutil, and W. Winton, Yukon.

## Would You Be a Centenarian?

John D. Rockefeller lived to be 98. His philosophy of life is reflected in one of his own short verses:

"I was early taught to work as well as to play; My life has been one long, happy holiday— Full of work, and full of play— I dropped the worry on the way— And God was good to me every day."

**New York, N. Y.**—A corn grind of 6,218,669 bus. during March, compared with 6,879,512 bus. in the same month of 1936, and 4,573,953 bus. in March, 1935, is reported for products going into domestic use by the Corn Industries Research Foundation, on behalf of 11 refiners of starches, syrups, sugars, and other products.

## Winnipeg's Alexander Blackburn Passes On

Alexander M. Blackburn, for many years a prominent member of the Winnipeg Grain Exchange, passed away at his home in Winnipeg recently.

Mr. Blackburn formed the Bullock & Blackburn Grain Co. in 1903, dissolved it in 1906. He helped form the Grain Growers Grain Co., Ltd., later the United Grain Growers, and was its manager for many years. Blackburn & Mills Grain Co., with D. K. Mills as his partner, was formed in 1911, and has continued, with the addition of C. E. Graham as a partner in 1917, until the present day.

Popular in his business connections, possessor of many hobbies and many friends, Mr. Blackburn's passing leaves heavy the hearts of many associates.



Alexander Blackburn, Winnipeg, Deceased.

## Soybeans, a Link Between Agriculture and Industry

By W. E. FLUMERFELT Before Western Grain & Feed Dealers' Ass'n.

Scattered plantings of soybeans in the U. S. caused little attention until about 1905 when Dr. W. J. Morse of the Department of Agriculture secured different varieties of soybeans and farmed them out through state experimental stations. We are told that nearly 3,000 varieties have been observed and from these the colleges in the middle west have developed suitable yellow soybeans for processing.

The leaders, which are best adapted to Iowa conditions, are Manchu, Dunfield, Illini and Mukden—the last named is especially suited to our local needs because it was released in 1932 by Iowa State College at Ames and has been found to yield best per acre in addition to averaging highest in protein and oil content.

In 1921, enough soybeans were gotten together in one location to squeeze out the first tank car of commercial soybean oil, at Chicago Heights, under supervision of Mr. I. C. Bradley, now the President of the National Soybean Processors Ass'n.

Quality of the beans was often inferior but the processors were patient and gradually both quality and quantity of the soybeans were satisfactory. The present futures market was started in the fall of 1936 definitely establishing soybeans as a commodity of national importance.

The cake remaining is in slab form and these slabs are ground up for livestock feed. Analysis of this old process meal is 6% to 7% oil and 41% protein.

Flakes from the solvent extraction method are passed thru driers where all traces of solvent are removed and grinding then produces "new process" meal. This meal containing only 1% oil is a little raw tasting, altho it contains about 44% protein and has good feeding values.

By means of the screw press we secure what is known as expeller type meal. Cake is ground up into perhaps the finest general purpose high protein livestock feed available today. Oil analysis is about 5% and guaranteed protein is 41% altho our own tests have consistently shown protein from 42.5% to 48%.

From processing a ton of soybeans we can estimate about 260 lbs. oil, 1,640 lbs. meal and 100 lbs. shrinkage due to escape of moisture and volatile matter. Over 80% of the soybean is the high protein meal, and there is where we must apply our efforts.

Is it not most logical for grain and feed dealers to promote the sale of soybean oilmeal made from the very beans on which you make a profit in handling? All must teach the farmer the values of soybean oilmeal, and tell him that 80% of this soybean is meal, that if he wants a high price for his soybeans he must help make a good market for the meal.

**New York, N. Y.**—The April grind of corn by 11 manufacturers of starches, syrups, sugars and other derivatives is reported as 7,180,828 bus. by the Corn Industries Research Foundation, compared with 6,001,154 bus. in the same month last year. The accumulative total for the first four months was 24,655,966 bus., compared with 24,800,958 bus. in the like period last year.

**Stillwater, Okla.**—Mr. and Mrs. Hubert W. Frings of the University of Oklahoma recommended a mixture of 60 to 65% bran, 15% molasses, 20 to 25% Epsom salts, and enough water to moisten, as a bait to kill grasshoppers. This harmless mixture they believe to be as effective in killing grasshoppers as the arsenic bait recommended by government entomologists. J. H. Hawkins of Maine's Agricultural Experiment Station, recommends an Epsom salt spray to kill wheat wireworms.

## Corn Sieves Undergoing Research

General Field Headquarters of the Federal Grain Supervision has just issued the following informative letter to grain inspectors:

The first corn standards promulgated by the Department of Agriculture in 1913 were permissive in character and contained two special limitations for "cracked corn and foreign material," in the application of which the 16/64-inch round-hole perforation sieve was used to remove large pieces of broken kernels and the 9/64-inch round-hole perforation sieve was used to remove fine pieces and mealy material. Widespread public opposition arose to the use of two sieves, and when the Federal corn standards were promulgated under the United States Grain Standards Act in 1916, they specified only one sieve for the determination of cracked corn and foreign material, namely, the 14/64-inch sieve. This sieve was used from 1916 to 1921 and was discarded in 1921 as a result of representations made to the Department that its use resulted in lowering the grade of much kiln-dried corn which reasonably met consumers' demands and warehouse requirements with respect to this grade factor. For this reason the 12/64-inch sieve was adopted in 1921 and has been in use for 16 years.

**Natural and Kiln-Dried Corn.**—The factor "cracked corn and foreign material" is not a factor of importance in determining the grade of natural country-run shelled corn, as indicated by the fact that during the past 14 years only about 3 per cent of all market receipts of both country-run and intermarket corn were graded lower than No. 1, and only about 1 per cent of such receipts were graded lower than No. 3, on this factor. This factor, however, is of importance in some years in determining the grade of kiln-dried corn in the terminal markets and was of especial importance during the winter of 1935-36 when approximately 15 per cent of the inspected market receipts of corn from the 1935 high-moisture crop was kiln-dried. As a result of this abnormal condition in the 1935 corn crop, proposals were made to the Department by several trade organizations to adopt a 10/64 round-hole sieve in lieu of the 12/64 sieve for determining "cracked corn and foreign material" in order to effect a liberalization of this grade factor. Those proposals, when submitted to all branches of the corn industry, met with strong opposition from many corn users and merchandisers.

**Comparison of 12/64 and 10/64 Sieves.**—It was found that a reduction in the size of the sieve perforations to 10/64 inch would have a significant effect on the grading of shipments of kiln-dried corn, but that the grading of the receipts of natural corn from country points would not be affected measurably by this change. A large quantity of kiln-dried corn which now grades No. 3, No. 4, and No. 5 on account of "cracked corn and foreign material" after elevator handling would be graded No. 2, and other lots now grading No. 4 and No. 5 would be graded No. 3 with the 10/64 sieve. These facts are well illustrated by a study made of 117 car-loads of commercial kiln-dried corn, of which 72 per cent would have been graded as No. 2 and 28 per cent as No. 3 by the use of the 10/64 sieve, whereas with the 12/64 sieve 5 per cent of these same carlots were graded No. 2, 58 per cent No. 3, 26 per cent No. 4, and 11 per cent No. 5.

The studies revealed that in raising the grades of kiln-dried corn by the use of the 10/64 sieve, the quality of many lots within such important commercial grades as No. 2 and No. 3 would be lowered appreciably on the factor of "cracked corn and foreign material." One reason therefor is that many pieces of broken corn which pass through the 12/64 sieve to function in the determination of grade do not pass thru the 10/64 sieve but remain with the corn. Numerous carlots of corn were studied, for example, which graded No. 3, No. 4, and No. 5 with the 12/64 sieve but which would have graded No. 2 with the 10/64 sieve and which contained from 10 to 25 per cent of total broken kernels of all sizes.

Investigations in the use of the 12/64-inch and the 10/64-inch sieves, when applied to a given grade specification, have demonstrated that the 10/64 sieve permits a greater quantity of broken-kernel material of all sizes in carlot deliveries than is permitted when the 12/64 sieve is employed. For this reason, and in the event the 10/64 sieve is substituted for the 12/64 sieve, a maximum limit on total broken-kernel material of all sizes for the important commercial grades would probably be necessary to safeguard the present quality of corn deliveries and to meet consumers' and warehousers' requirements.

The studies revealed further that the use of the 10/64 sieve would permit an increase in the percentage of fine, mealy material in kiln-dried corn of the important commercial grades because more of the coarse pieces of

broken kernels remain on top of the 10/64 sieve than on top of the 12/64 sieve, thus to permit mealy material to be substituted for broken kernels within the grade limits for "cracked corn and foreign materials."

Because of this double hazard of increased quantities of both coarse cracked corn and mealy material in kiln-dried corn of the important commercial grades, arising from the use of the 10/64 sieve, it may be concluded that the 12/64 sieve is a measure of quality better suited to meet established consumer and warehouse requirements than the 10/64 sieve.

**Use of Two Sieves.**—In order to restrict the quantity of mealy material, but at the same time to liberalize the limitations for "cracked corn and foreign material," the proposal has been made by several trade organizations to adopt a 10/64-inch diameter sieve in conjunction with a 6/64-inch diameter sieve. Under this proposal the present percentage grade limitations for "cracked corn and foreign material" would be retained but the quantity of fine, mealy material removed by the 6/64 sieve would be restricted by a special grade limitation to one-half the total percentage of "cracked corn and foreign material" now allowed for each grade.

The investigations with respect to the 10/64 sieve made by the Buro indicate that in the event this sieve ever should be adopted in corn-grading procedure, it would be necessary to establish special restrictions on the quantities of fine, floury material permitted in the grades and, in all probability, to establish another special restriction on the total quantity of broken kernels of all sizes permitted in the important commercial grades.

The use of a second sieve to determine percentage quantities of fine, floury material raises important questions pertaining to the time involved in making the tests and to the maintenance of inspection accuracy and uniformity, especially intermarket uniformity. The hazard of a "change in grade" as between inspectors or markets would be increased materially by the adoption of two sieves and two sets of "cracked corn and foreign material" limitations for each numerical grade. Furthermore, general experience with sieves of small-sized perforations indicates that such sieves clog easily and thus might prove a source of error when used to remove such relatively light-weight material as mealy corn particles. These matters require extensive and thoro study and public consideration before any final conclusions should be attempted with respect to the use of two sieves for the determination of "cracked corn and foreign material." It is the intention of the Buro, therefore, to pursue these studies in the future when representative samples of kiln-dried corn can be made available, and to submit the results of such studies for further public consideration.

## New Grain Firm at Decatur

Officially opening offices in the Suffern Building, Decatur, Ill., May 15, Ross Livergood and William Hight made their entry into the grain merchandising business as an independent firm under the name of Livergood & Hight.

The new firm is correspondent for E. W. Bailey & Co., continuing the wire service that Mr. Livergood has managed so efficiently for the last nine years.

Mr. Hight, a familiar figure in the Decatur market, brings to the firm a wealth of experience in operating country elevators, of which he now has six.

The firm has purchased a membership on the Chicago Board of Trade in the name of Mr. Hight, has connections in St. Louis, and will do an active business in consignments and futures.



Bill Hight and Ross Livergood, heads of Livergood & Hight, Decatur, Ill.

## Grain Carriers

Cars loaded with grain and grain products during the week ended May 8 totaled 27,641, against 31,144 a year ago and 25,915 the like week two years ago, as reported by the Ass'n of American Railroads.

**Suspension** of the proposed increase of 4 cents per 100 lbs. on grain and flour from Gulf ports to North Atlantic ports is asked by the Tex-O-Kan Flour Mills Co. in a petition to the Maritime Commission. The Corporation Commission of Oklahoma has asked the Commission to suspend the increase.

**Kansas City, Mo.**—Two barge loads of Illinois No. 3 white corn arrived here from Morris, Ill., May 10, the first shipment of grain to move up the Missouri river's channel. A special unloading boom and clamshell accompanied the 30,000 bu. shipment because local elevators have no facilities for unloading barges.

**Extension of government barge line** operations to the Savannah River was favorably reported by the House Com'ite on interstate and foreign commerce as provided in H.R. 4213. The log rollers will get this wasteful experiment in transportation extended into purgatory if they think it will make a few jobs for their supporters.

**A hearing** in the City Hall at Chicago, beginning at 2 p. m. on the afternoon of Friday, May 28, will be held on the St. Lawrence Seaway and the Treaty by the waterway com'ite of the Illinois Legislature. As more foreign grain comes into the U. S. A. over our tariff wall to depress domestic markets than home grown grain goes out corn belt farmers will not favor the U. S. help to deepen waterway.

**Albany, N. Y.**—The Interstate Commerce Commission has authorized the B. & O.; Delaware & Hudson; Lackawanna; Lehigh Valley; New York Central and Pennsylvania Railroads to establish rates on grain and grain products from Albany to destinations within the state, "without observing the long-and-short haul" provisions of the Interstate Commerce Act. The proposed rates are 13.5 cents on 100 pounds from Buffalo and vicinity, including Batavia, and 12 cents a hundred pounds east of Batavia. The Commissio said the purpose was to permit the Delaware & Hudson and connections to meet rates over the New York Central's direct route without disturbing present rates to and from intermediate points.

## Pacific Northwest Wants Low Rates on Wheat

The newly organized tri-state wheat transportation council, in its first meeting at Dayton, Wash., voted unanimously to ask the United States maritime commission to suspend increased intercoastal steamship rates scheduled for June 1 on wheat and flour.

A telegram sent to the maritime commission protested that the 20 per cent boost on wheat and 1 per cent on flour was "unreasonable and discriminatory" and would materially reduce wheat prices thruout the northwest.

A com'ite composed of J. J. Edwards and M. Hoke of Pendleton, Ore.; J. W. Shepard, Lewiston, Id.; and H. F. Beckley, Benge, Wash., was authorized to employ a secretary and organization manager.

Arthur M. Geary, Portland attorney, was employed to present the wheat growers' side at approaching railroad rates hearings before the Interstate Commerce Commission. The council is composed of wheat men of Oregon, Idaho and Washington. Its sole purpose is to seek "equitable" freight rates for wheat and by-products to mid-western, gulf and eastern points.—F. K. H.

## Seven-Foot Grain Doors

The Chicago office of the Western Weighing & Inspection Buro advises that the standard length for grain doors has been 7 feet for some time.

This length is necessary to bridge the wide doors used on some of the large box cars that are frequently used for grain loading. It has been erroneously reported that the standard length was to be 6½ feet.

LYE in rat runways and entrance holes is the method used by F. A. Deutschman, manager of the Elwood Farmers Grain Co., Elwood, Ill., in dealing with rodents.

"Just sprinkle the lye in the entrance holes so that Mr. Rat cannot avoid running thru it," explains Mr. Deutschman. "He gets it on his feet. It irritates them. He licks his feet. Then, pretty soon, he is a dead rat."

**Kansas City, Mo.**—The "Associated Millers of Kansas Wheat" is the name of a new ass'n organized by 45 millers of Kansas, Kansas City and St. Joseph, Mo., under the leadership of J. B. Smith. Its purpose is to promote the sale of flour made from Kansas wheat, to improve seed wheat, and render other ass'n services.

## Panhandle Dealers Demand Hearing on Senate Bill No. 69

[Continued from page 421]

of the Hotel Herring, and the ladies were entertained at breakfast Tuesday at the Harvey House.

### Attendance at Amarillo

FORT WORTH representatives were: M. O. Andrews, Young Davitte, Carl Ferguson, Earl Ferguson, A. Galbraith, Lewis Meekins, R. A. Pendry, Leo Potishman, J. A. Simons, J. C. Simons, K. K. Smith, H. L. Stover, and Oscar Tillery.

ENID, Okla., sent V. L. Golytry, and Claude Nicholson.

OKLAHOMA country shippers present were G. D. and E. H. Riffe, Texhoma.

KANSAS CITY Board of Trade representatives were R. A. Kelly, E. C. Meservey, Jr.; Frank A. Theis, Simons-Shields-Lonsdale Grain Co.

GEORGE S. COLBY came from Houston, W. H. Culpepper from Beaumont.

MACHINERY representatives present were C. R. Adamson from Fairbanks-Morse Co. and E. M. Dillon, Dillon Scale Repair Co.

CROP REPORTERS were R. O. Cromwell and Mrs. E. H. Miller, from Chicago; A. W. Erickson, Kansas City.

DALLAS representatives were A. G. Campbell, J. C. Crouch, D. S. Donovan, W. A. Howard, G. H. Rogers, and Frank White.

GRAIN DEALERS Mutual Fire Insurance Co. was represented by Ralph T. Hassman.

Panhandle country shippers (arranged alphabetically by towns) were: A. M. Medlin and J. J. Riley, Abernathy; Byron Gist, Adrian; T. L. Welch, Black; John Fraser, Sr., Boydston; Carl Hill, Bushland; C. H. Smith, Canadian; W. H. McIntyre, Canyon; Tom F. Connally, Clarendon; L. V. Nelson and J. E. Weeks, Claude; H. A. Nachtrieb, Clayton;

R. A. Frye, Dawn; Clarence Byrnes and Pete Whittlow, Dimmitt; W. P. Henneman, Farwell; Lon M. Davis and Calvin Steen, Floydada; T. G. Fields and C. L. Ludwig, Groom; O. D. Dinnidie, Hart; E. E. Fridley, Hereford; H. A. Buhrkuhl, Kress; S. E. Cone, H. B. Hankins, E. C. Kuykendall and Geo. W. Roach, Lubbock; Robert Maney, Burton Thornton, Herman Thornton, and Owen Thornton, Lockney; H. K. Hollifield, Melrose; Ray Griffiths, Muleshoe;

L. C. McConnell, Pampa; Jimmy Knittel and F. A. Render, Panhandle; Albert B. Clubb, Petersburg; Ben F. Smith and H. G. Stinnett, Plainview; R. C. Ayers and Sam E. Staggs, Slaton; E. Riffe, Stratford; Jess Kitching, Texline; E. G. Burks, Tulia; V. D. Crumpacker, E. C. Shuman and E. F. Tubb, White Deer; J. G. Fite, Wichita Falls.

## More Regulations for Truckers

**Madison, Wis.**—The state senate has approved a bill authorizing the sec'y of state to make reciprocal agreements with other states whereby states permitting operation of Wisconsin trucks within their borders without purchase of licenses will be granted the same privileges in Wisconsin.

**Springfield, Ill.**—The Chicago Ass'n of Commerce is seeking 15 significant amendments to the truck regulation bill sponsored by the Illinois Commerce Commission. Requested in protection for the private truck operator and for the shipper, and a liability insurance provision for protection of the public and of the truckers.

**Springfield, Ill.**—Enforcement of truck weight and length restrictions in Illinois has been disrupted since last summer by injunction suits. On May 20 Chief Ernest Lieberman of the highway department moved to resume enforcement with preparation of a new order that excepts 11 trucking companies protected by federal writ.

**Columbia, S. C.**—Undaunted by loss of a decision to the trucking industry that branded its 20,000 lb. maximum gross weight law unconstitutional, South Carolina's legislature has enacted a new measure. It allows 45,000 lbs. on combination, 18,000 lbs. axle weight on low pressure pneumatic tires and a gross weight of 30,000 lbs. for a single unit. The new measure is similar to the truck control laws of Georgia and North Carolina.

**Effective** Aug. 1, the Sec'y of Agriculture has ordered certain changes in the official standards for durum, the chief effect of which will be to establish a class known as amber mixed durum.

**Calgary, Can.**—John I. McFarland, former head of the Dominion government's wheat stabilization operations, during the Turgeon Commission inquiry declared that the futures market at Winnipeg helped him to carry wheat worth \$191,000,000 with little money, and holdings of futures saved him large storage charges.

## Oppose Train Length Bill

Frank A. Theis, chairman of the Associated Southwest Country Elevators, has issued an appeal to shippers to communicate with their senators and representatives in Congress immediately, pointing out to the congressmen the harm that would be done by the enactment of Senate Bill No. 69, prohibiting the operation of trains with more than 70 cars.

The bill, supported by railroad train service labor organizations, is advocated under the guise of safety regulation. The facts are that in the past fourteen years there has been a 15 per cent increase in the average freight train length and a 66 per cent decrease in the casualty rate. Long trains mean fewer chances at grade crossings, while short trains mean many more trains and many increased hazards at grade crossings.

The railroads have fewer freight cars than they had five or ten years ago. The increase in general traffic makes a car shortage this Fall very probable. The prospective record winter wheat crop will soon be ready for harvest and must be rushed to market. Even under present conditions, shortage of cars for this purpose seems certain. Under present practices, long, heavy trains of 100 to 150 cars move the wheat into markets at harvest time, and cars are promptly returned to the field for further loading. The proposed reduction in the length of trains, together with reduced motive power of the carriers, would make a serious delay in the turn-around of these cars inevitable, and the car shortage would be intensified. Experience of the past, with wheat on the ground, excessive price margins, and loss of business due to car shortages, will not be forgotten by grain shippers.

# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## CALIFORNIA

San Juan Capistrano, Cal.—A galvanized iron feed plant is being erected for Walter M. Petifils, of Dana Point, Cal.—F.H.C.

Santa Ana, Cal.—A galvanized iron feed mill is being erected near here by the L.&N. Feeding Corp. of Long Beach, at a cost of \$10,000.—F.H.C.

Sacramento, Cal.—The California Hay, Grain & Feed Dealers Ass'n is seeking a legislative resolution which will exempt from the 3% sales tax, feed for producing eggs, milk, etc., for family table or use as food.

Los Angeles, Cal.—Last rites for John E. Loomis, 67, pioneer business man and the original owner of the Nichols Loomis Hay & Grain Co., were conducted May 3. He had lived in Los Angeles 45 years.—F.H.C.

Stockton, Cal.—Shipside loading facilities of the Port of Stockton Grain Terminal have been doubled thru construction of a second electric overhead belt conveyor extending from the terminal thru public transit shed No. 4 to water-side. The funnel end of the conveyor is mounted on a stationary steel crane to enable it to be slid from one hold of a vessel to another without the necessity of shifting ship. The conveyor will be used exclusively for loading sacked grain, the first being adaptable for loading both sacked and bulk grains. The new conveyor cost \$40,000.

## CANADA

Ontario millers and cereal chemists who attended the May meeting of the Toronto Section of the American Ass'n of Cereal Chemists held a short session with Dr. G. P. McRostie (recently installed head of the Department of Field Husbandry) discussing a proposed revision of the system of grading Ontario winter wheat. In the course of the round-table discussion the quality factors looked for by millers and chemists were brot out, as well as the practical difficulties that would be encountered in establishing a grading system more in conformity with what has already been so well done in regard to hard spring varieties in western Canada.

## COLORADO

Sedgwick, Colo.—Schneider & Sons took over the management of the Farmers Co-op Elvtr. Co.'s elevator here, early this month, under the terms of a lease that runs for three years. A gasoline service may be added at a later date.

Campo, Colo.—We plan the construction of a new elevator at Campo some time in June or July. It will be a 20,000-bu. cribbed elevator, with a 125-foot warehouse and 75-foot coal bins. It will be on the new line of the Santa Fe between Boise City, Okla., and Las Animas, Colo. Contract for this work has not yet been let.—J. D. Infield Grain Co. (Eads, Colo.)

## ILLINOIS

Tallula, Ill.—The Farmers Elvtr. Co. recently improved its equipment by installing new scales.

Danville, Ill.—The 1938 convention of the Illinois Grain Dealers Ass'n will be held in this city.

Westville, Ill.—Mail addressed to the Jackson Grain Co. is returned by the post office department.

Adrian, Ill.—The former Burnside Mill & Elvtr. Co. is now operating as the Adrian Mill & Elvtr. Co.

Elwood, Ill.—The Elwood Farmers Grain Co., managed by F. A. Deutszman, is installing a new all steel pneumatic truck lift.

Elwood, Ill.—James Tyler's elevator is being painted aluminum.

Gardner, Ill.—Treasure Grain Co. contemplates painting its elevator aluminum.

La Rose, Ill.—The Potter Grain Co. has installed a new 20-ton, 9x24-foot, heavy duty Sowweigh Motor Truck Scale.

Hillsboro, Ill.—The Ware & Barnstable Feed & Flour Co. are installing lightning rods on their elevator and warehouse.

Hutsonville, Ill.—J. A. Boyell & Sons have installed a new 15-ton truck scale and completed other extensive remodeling.

Mendota, Ill.—We have just completed laying a new steel roof on our lumber shed.—Mendota Farmers Co-op. Supply Co.

Breeds, Ill.—Mail addressed to the Canton Farmers Co-op. Supply Co. is returned by the post office marked "Out of business."

Ransom, Ill.—The Farmers Elvtr. Co. is equipping its leg with a new Atlas rubber belt purchased from R. R. Howell & Co.

Green Valley, Ill.—Mail addressed to J. R. Barker & Co. is returned by the post office marked "Out of business and moved away."

Towanda, Ill.—The Towanda Co-op. Grain Co. is installing a Hall Signaling Distributor in its new plant. Geo. Saathoff is doing the work.

Cuba, Ill.—Roy Warfield, former manager of the elevator of the Farmers Co-op. Elvtr. Co. here, resigned recently and is operating a bus.

Columbia, Ill.—John C. Gummersheimer, manager of the Columbia Farmers Co-op. Grain Co.'s elevator, is reported as still on the sick list.

Sidell, Ill.—The Sidell Grain & Feed Co. is building a new drive at its elevator, building some new bins and installing a larger set of truck scales.

Lane, Ill.—The former Cline & Wood elevator here, owned by Mrs. Tossie Wood, widow of Dickerson Wood, has been purchased by the Lane Co-op. Grain Co.

Springfield, Ill.—Truck operators visited Springfield May 18 for a hearing on the truck and bus regulatory bill drafted by the Illinois Commerce Commission.

Hartsburg, Ill.—Hartsburg Grain, Coal & Lbr. Co. is having a Hall Signaling Distributor installed in its new plant, Eikenberry Const. Co. making the installation.

Rushville, Ill.—The Farmers Grain & Livestock Co. has installed another leg at its elevator, widened the driveway and installed a new electric truck hoist.

Monmouth, Ill.—A new second floor, 34x20x8 feet, has been completed at the soybean plant of Ralph Wells & Co., which had been handicapped for space.—G. H. R.

Ladd, Ill.—The Ladd Farmers Elvtr. Co. purchased another new 20-ton, 9 x 22-foot, Sowweigh Motor Truck Scale, to be installed at its new elevator which is being built east of Ladd.

Mahomet, Ill.—Work was started early this month taking down the west elevator of the Tjardes Grain Co. In the last few years the condition of the building has been such as to limit its use.

Mt. Carmel, Ill.—The Bluff City Mills & Elvtr. Co. has purchased the President Mill of the Bernett, Kraft & Kaufman Milling Co. It has been leased by the purchaser for two years for wheat storage.

Dimmick, Ill.—W. J. Lyons has purchased the old 10-ton Fairbanks Scale from the Federal-North Iowa Grain Co. at Mendota and plans to install same at his office here. New platform will be 8x20 feet.—G.H.R.

Rutland, Ill.—The Federal-North Iowa Grain Co. has decided to renew the lease expiring here July 1 with the Rutland Farmers for another year. Harry Emery, manager here, has been transferred to Oxford, Ind.—G. H. R.

Galva, Ill.—L. G. Allen, of Ware, Ia., has succeeded W. F. Reynolds as manager of the Quaker Oats Co.'s elevator at this point. Mr. Allen plans to redecorate the office and install new lights, chairs and make other improvements.

Broadlands, Ill.—The Broadlands Grain & Coal Co. has moved its offices into the old First State Bank Bldg. here, where the business of operating its grain and implement business will be handled. The East Elvtr. has just been revamped, driveway widened to 16 feet and a new truck hoist has been installed. The company operates all three elevators here.—G. H. R.

Decatur, Ill.—Ross Livergood, manager of the E. W. Bailey & Co. grain office here, and William Hight, of the Hight & Cline Grain Corp., of Decatur, have organized a new firm, with membership in the Chicago Board of Trade. The new partnership will operate a grain commission business in the offices of the Bailey Co. in the Suffern Bldg., as correspondents for the Chicago concern.

Odell, Ill.—Vaile Grain Co. has moved its office 7½ feet west and installed a new 20-ton truck scale with 24x9-foot platform. The office is being painted inside and out, and fitted with indirect lighting. The yard is being built up and the driveways extended to make entrance and exit from the scale deck and into the elevator driveway more convenient.—R. D. Smilie, mgr.

Elwood, Ill.—Having been called upon, May 5, to change a large bill, James Tyler, operator of the south elevator, took the money from his safe and transferred it to the cash drawer. He and his customer started for the elevator to fill the order, but Mr. Tyler returned immediately upon finding his assistant ready to serve the customer, only to find that some one had taken the money from the drawer.—G. H. R.

Weedman (Farmer City p.o.), Ill.—The Weedman Grain & Coal Co. started razing its old elevator here May 24. Geo. Saathoff has the contract for the new 25,000 bu. metal clad elevator, on the site of the old one. Elevator will be operated by the same power unit as the old plant, and be served by the same office, and should be completed by August, weather permitting. Elevator will be modern in every respect.—G. H. R.

Lincoln, Ill.—Jerome Diffenderfer, 91 years of age, retired grain dealer and one of Lincoln's oldest residents, died on May 11, at his home in this city, after a long illness. At one time Mr. Diffenderfer was manager of a grain company near Rockford and was a member of the Chicago Board of Trade for 25 years. He came to Lincoln in 1902 as manager of the Lincoln Grain Co., with elevators here, at Lawndale and at Broadwell.

Ocoya, Ill.—New approaches have been built at the entrance and exit to the elevator of the Ocoya Co-op. Grain Co., with concrete retaining walls, and crushed rock fill. Two new all steel pneumatic truck lifts with 60-inch lift, and new steel grates that use most of the driveway floor space, have also been installed. A contemplated further improvement is construction of a new 60x60-foot lumber shed, or an addition of comparable size to the old lumber shed. James McMahon is manager.

Pekin, Ill.—Having acquired Gold Township (lease) Mile No. 35, Hennepin Canal, Spring Lake No. 3, Illinois River, and Menert and Leslie stations on the N.P.R.R. with their purchase of the old Smith-Hippen line, W. W. Dewey & Sons have decided to abandon these properties to the wreckers. Plans are to operate Spring Lake, No. 1 and No. 2, and Spring Bay, on the Illinois River, Miles No. 9 and 20 on the Canal and Endem, Ill., on the I. C. C. R. R. These and the elevators at Henry and Sparland, Ill., will be operated in connection with the River terminal house at Pekin, Ill.—G. H. R.

# The GRAIN DEALERS JOURNAL

Lostant, Ill.—Material is on the premises for the complete metal-cladding and reroofing of the N. Y. C. house and the reroofing and residing of the cupola of the I. C. house of the Lostant Grain Co. Work will start shortly and, weather permitting, should be completed by the middle of July. John McLuckie is manager.—G. H. R.

Richland (Pleasant Plains p. o.), Ill.—The Richland Farmers Co-op. Elvtr. Co. has completed the installation of a new 15-ton Sow-weigh Scale, 9x18-foot deck covered with 3-inch flooring. It has also installed in a concrete pit 8x10x8 a new No. 13 hammer mill, and is now contemplating installing a new power unit of internal combustion due to the high electric rates. The installation of a new truck hoist is also being considered. A dump bin has been built to use in connection with the hammer mill. These improvements have been made under the management of Jake Harms.—Richland Farmers Co-op. Elvtr. Co.

Meredosia, Ill.—Extensive improvements have recently been made on the plant of the A. B. Chrisman Grain Co. here. The elevator and office have been given a new coat of aluminum paint, three new grain bins have been constructed, the office space has been enlarged and the company is now installing a 34-foot, 20-ton Sow-weigh Scale. This company operates elevators at Meredosia, Merritt and Winchester, with head offices at Meredosia. The company is also licensed for the storage of grain under the Federal Warehouse Act, and does an extensive business in this line. Sidelines are feed, seeds and coal. A. B. Chrisman is the owner and manager of the company.

Paris, Ill.—Illinois Cereal Mills, Inc., corn millers, have purchased the entire machinery, equipment and business exclusive of land and buildings of the Advance Milling Co. of Chicago. The additional equipment of the Chicago firm will give the Illinois Cereal Mills, Inc., a capacity of approximately 20,000 bus. daily. In addition, the Chicago mill has the largest and most complete equipment for "specialty" milling in the country. Some of the specialty milling machinery will be moved to Paris and placed in operation at once. The rest of it and the corn milling equipment may be set up as an additional plant. Some of the important products are brewers' flakes; core binder, a processed corn flour used in the foundries of automobile plants and other light and heavy machinery industries; another for wallpaper paste; one for use in paper manufacturing, and still another used as a binder in sausage making. The Illinois Cereal Mills purchased the Paris Mill of Philip Best & Co. in 1934, and began grinding corn. By Jan. 1, 1935, a 24-hour daily production schedule was attained. By an extensive program of enlargement rehabilitation, and addition of machinery the potential capacity has been increased to 12,000 bus. Installation has recently been completed on two 400-h.p. stoker-fed boilers. Direction of the business is vested in three men, two of whom are in active charge and responsible for the unusual growth of the firm. Spencer Werner, president, came to Paris after 20 years of experience in the plants of the Krause Co. at Milwaukee. Frank J. Tolford, sec'y-treas., also came from the Krause organization. The third member of the directing group is Samuel J. Gates, consulting engineer, located at Milwaukee.

## CHICAGO NOTES

H. S. Irwin, economist attached to the Chicago office of the Commodity Exchange Administration, is confined to the Billings Hospital for treatment for stomach ulcers.

The Illinois Cereal Mills, Inc., of Paris, Ill., have purchased the entire machinery, equipment and business exclusive of land and buildings of the Advance Milling Co. in Chicago, a subsidiary of Albert Schwill & Co., maltsters, who need the land and buildings for the erection of a 2,000,000-bu. elevator and malting plant. The machinery acquired in the purchase of the Advance Milling Co. will be moved to Paris in the near future.

## LOOP OFFICE FOR RENT

Choice location. Very desirable for feed or flour broker or allied line. Low rent.

R. F. CHURCH

326 S. SHERMAN ST., CHICAGO, ILL.

New members of the Board of Trade include Frank Kudlata. Memberships transferred: John F. Kroutil, Estate of Charles Hayden, Estate of James A. FitzSimmons, Charles B. Gaddis, Ernest W. Taylor, Fred R. Tuerk, Walter R. Vye, Estate of Louis Steinberg, Estate of Albert Rothschild. Registrations terminated by transfer of membership; Yukon Mill & Grain Co., Nye & Jenks Grain Co., Fuller, Cruttenden & Co.

The Murry Nelson plan of re-organization of the Rosenbaum Grain Corp. and its subsidiary, the Chesapeake Export Co., Inc., filed on Mar. 23 and published in the Journals Mar. 24, was confirmed on May 17 by Federal Judge William H. Holly. Liabilities of the Rosenbaum Grain Corp. were placed at \$1,900,000 and assets at \$746,900, of which about six-sevenths has been reduced to cash.

A proposition is pending before the Northwestern Mutual Life Ins. Co., of Milwaukee, which holds the present 5% mortgage on the Chicago Board of Trade Bldg., under which the interest rate would be reduced from 5% to 4% annually if the Board of Trade agrees to meet certain conditions as to amortization of the loan. The saving in interest would amount to approximately \$100,000 a year. On June 2, members of the board will vote on assessing themselves \$150 apiece for each of the next four years to carry out the program of refinancing the \$10,218,000 first mortgage on the Board of Trade Bldg.

Douglas B. Bagnell, who for the past year has been organizing the business conduct committee of the Chicago Board of Trade on a permanent basis, will join the brokerage firm of Clement, Curtis & Co. on June 1, as a general partner. Mr. Bagnell is the third Chicagoan to become a member of Clement, Curtis & Co. in the last six months. Robert P. Boylan, former president of the Chicago Board of Trade, joined the firm Jan. 1, and about a month ago Harvey T. Hill, assistant to the president of the Chicago Stock Exchange, announced he would become a partner June 1, both of which changes have been previously reported in the Journals.

## INDIANA

Wolcott, Ind.—A new feed mill has been opened here by C. T. Martin.

Muncie, Ind.—Indiana Flour & Feed Co., incorporated; capital stock, \$35,000.

Lucerne, Ind.—The Farmers Co-op. Co. recently installed a new truck scale.

Hazelton, Ind.—Igleheart Bros. will remodel their elevator plant at this station.

St. Joe, Ind.—Roscoe Walter has bot the St. Joe Flour Mill from Burseley & Co.

Tocsin, Ind.—The Tocsin Grain & Lbr. Co. is installing a McMillin Truck Dump in its elevator.

Royal Center, Ind.—The Farmers Co-Op. Co. has replaced the oil engine with fully-enclosed motors.

Wolcott, Ind.—The Farmers Co-op. Co. recently installed a new grain cleaner and fanning mill.

Grass Creek, Ind.—Hirsch Bros. Grain Co. is motorizing entire plant and will discontinue the steam power.

Union City, Ind.—The Pierce Elvtr. recently completed installation of a one-ton Kwik-Mix with V belt drive.

Dillsboro, Ind.—Construction of a new feed and flour mill is said to be contemplated by H. H. Small & Son.

Cowan, Ind.—Harry Burcaw is installing a motor-driven Blue Streak Hammer Mill with magnetic separator.

Russellville, Ind.—Charles Webster, of the Russellville Flour & Grain Co., is seriously ill in a sanatorium at Lafayette, Ind.

Putnamville, Ind.—The Indiana State Farm recently purchased a combined sheller and cleaner from the Sidney Grain Mch. Co.

Clay City, Ind.—It is reported that the Clay County Farm Bureau, which has a small elevator here, plans to erect a new elevator.

McCordsville, Ind.—Paul W. McComas, operating the Fishers Grain Co., at Fishers, Ind., has purchased the McCordsville Grain Co.'s elevator.

North Salem, Ind.—Russell Courtney has been appointed manager of the local elevator of the Busenbark Grain Co. and will move his family here.

Attica, Ind.—Jones Bros. are building an addition to their elevator and will install some new machinery. Six feet in height will be added and a cleaner and dust fan installed.

Warren, Ind.—The safe at the Farmers Equity Exchange was blown open by burglars during the night of May 19 and a considerable amount of money stolen. The safe was almost totally wrecked by the large amount of explosives used.

Winchester, Ind.—In Western Ohio and Eastern Indiana there have been several driers sold this spring, being installed now with the idea that with so many combines in this territory there will be a lot of wheat to dry at harvest time.—Goodrich Bros. Co.

New Harmony, Ind.—The Corbin & Ford mill here, the oldest flour mill in Posey County, will be reopened soon by George Couch & Sons, owners of the building and operators of elevators in New Harmony, Poseyville, West Salem, Ill., and Bone Gap, Ill. Remodeling of the building is planned and new equipment will be purchased. Production will be about 120 barrels of flour a day.—W. B. C.

Evansville, Ind.—The marriage of Mrs. Katherine Hahn Erskine to Hans Aabel, of Indianapolis, took place on May 15. Mr. Aabel is resigning his position as chief examiner of the staff administering the United States Warehouse act in the Indianapolis district for the department of agriculture, and upon their return to Evansville will be associated with the Akin-Erskine Milling Corp.—W. B. C.

Bunker Hill, Ind.—The Campbell Grain & Seed Co. is the name under which Maurice D. Campbell will operate the former Cohee Elvtr., which he recently purchased, as reported in the Apr. 14 Journals. He is installing a feed mixer, a new 15-ton Howe Scale, putting a loading platform on two sides of his feed warehouse and making other extensive improvements to the elevator and office. The new company has joined the Indiana Grain Dealers Ass'n.

Indianapolis, Ind.—A decision given by the Indiana Supreme Court in the J. D. Adams case on Apr. 30, reversed the decision of the lower court and held that gross receipts from interstate transactions on manufactured articles were subject to the gross income tax. Fred K. Sale, sec'y of the Indiana Grain Dealers Ass'n, comments: "It appears that the grain dealers will be subject to the tax on interstate shipments, and that the tax is retroactive to April, 1933. Up to this time our ass'n with competent legal assistance has obtained consideration from the income tax division whereby we were not compelled to pay the tax on shipments made to points outside the state. An appeal to the higher court is being considered."

## IOWA

Kilduff, Ia.—Fleck Elvtr. Co., Inc., has built a new warehouse building adjoining its elevator.

Dow City, Ia.—Jay A. Dwine's elevator burned recently; loss, \$5,700; not covered by insurance.

Earlham, Ia.—A new 10-ton feed mixer was recently installed at the Farmers Elvtr. Co.'s elevator.

Berkley, Ia.—Floyd Peterson is planning to move his elevator from Berkley to Rippey, Ia.—W. C. Walker (Ogden, Ia.).

Minburn, Ia.—The Farmers Elvtr. Co. is putting in a new automatic scale, new leg and making other improvements.

Alexander, Ia.—The Schulte Grain Co. has had the T. E. Ibberson Co. install a 20-ton, 26x9, Howe Scale at its elevator.

Ericson (Boone p. o.), Ia.—The Farmers Elvtr. Co. has overhauled its truck dump and leg. The work was done by the Geo. Todd Const. Co.

Huntington, Ia.—Paul H. Graves' elevator is being repaired and a new foundation put under the building. The T. E. Ibberson Co. is doing the work.

Indianola, Ia.—E. H. Felton & Co. have under construction the elevator reported as planned in the Apr. 28 Journals. It will be of cribbed construction, covered with sheet iron, and have a capacity of 10,000 bus. A feed plant will be included.

Grandview, Ia.—Mail addressed to the Farmers Exchange Co. is returned by the post office marked "Discontinued."

Dike, Ia.—Martin Martinusen, who has been manager of the Farmers Co-op. Co.'s elevator for the past 11 years, has resigned and will open a business of his own.—Art Torkelson, with Lamson Bros. & Co.

Hospers, Ia.—Henry Brink, second man at the Farmers Elvtr. Co.'s elevator for the past 10 years, has been appointed manager, succeeding D. Waanders, manager for the past 18 years, who has taken a position at Orange City, Ia., as reported in the May 12 Journals.

Malcolm, Ia.—The Farmers Elvtr. Co. has finished some repair work on its elevator. A new 5-ply rubber leg belt was installed, new parts for the sheller, roller bearings for the cleaner, new spouts and a number of other repairs. The work was done by the Geo. Todd Const. Co.

Iowa Falls, Ia.—John R. Murrell, Sr., who was engaged in the grain business here for many years and moved to Preston, Minn., last fall, died in the latter city May 11, at the age of 80 years. Burial was at Preston, where Mr. Murrell was engaged in the grain business before coming to Iowa.

Alton, Ia.—The Farmers Mutual Co-op. Co. will open its new elevator, previously described in the Journals, on May 27, serving free lunch from 10 a. m. till 4 p. m., giving prizes of merchandise and offering some "specials" for that day. The Alton Band will give a concert. The new elevator replaces the house burned last fall.

Des Moines, Ia.—The Western Grain & Feed Dealers Ass'n has obtained the services of Ron Kennedy as a full-time sec'y for the ass'n, commencing the first part of July. Mr. Kennedy leaves the position of sec'y of the Pacific Northwest Grain Dealers Ass'n, with headquarters in Spokane, Wash., to take the position with the Western Ass'n.

Clarinda, Ia.—Charges of embezzlement have been brot by the Ralston-Purina Co. of St. Louis, Mo., against R. D. Deshon, former manager of the Clarinda Feed Store. Deshon acted as agent for the Purina Co. in this territory and is said to have sold merchandise belonging to the St. Louis company to farmers in this territory and failed to turn over the money.

Boone, Ia.—Carl Danilson, manager of the Farmers Co-op. Elvtr. & Livestock Co., recently joined the benedicts when he married Fern White on Apr. 24. Not to be outdone, Willard Primrose, second man at the elevator, joined the same society when he married Vivian Peters on May 1. Activities at the elevator office are now slowing down to normal routine.—Art Torkelson.

Newton, Ia.—D. J. Eberhart, proprietor of Newton's oldest business establishment, has sold his elevator to C. B. Hennings, of Kellogg, who has taken possession. Mr. Eberhart, who is 84 years of age, has operated a grain elevator here for nearly 59 years. He will continue in the coal business. Mr. Hennings, manager of the Kellogg Farmers Elvtr. Co. for three years past, plans to spend about \$2,500 in improvements on the Newton elevator.

Davenport, Ia.—Abe Rothschild, 73 years of age, who a number of years ago was prominent in the grain business here, in recent years being associated with an insurance company, died at his home, on May 14, following a stroke a few days previously. Mr. Rothschild as a young man became associated with his father in the D. Rothschild Grain Co., and before this company went out of business in 1914, he had become vice-president. His old-time friends will remember him as a dealer in Scott County barley, in which he specialized. It is said of Mr. Rothschild by those who knew him that he did not know the meaning of malice and that he was incapable of thinking or saying a mean thing.—Art Torkelson.

## KANSAS

Dwight, Kan.—Carl Johnson is installing a new 30-foot truck scale at his elevator.

Walton, Kan.—The Farmers Elvtr. Co. is installing an Ehrsam Overhead Truck Dump.

DeSoto, Kan.—S. R. Zook is building a new storage warehouse and annex to the elevator building.

Galva, Kan.—The A. L. Flook Grain Co. is installing new belting and Calumet high speed buckets.

Mitchell, Kan.—The Miller Grain Co. is reported to have bot the Burke Grain Co.'s elevator here.

Wichita, Kan.—The Commerce Milling Co. has completed installation of a Palmer Dust Control System.

Harveyville, Kan.—New 15-ton scales, 34x9 feet, were recently installed at the Harveyville Grange Co-op. Elvtr.

Rozel, Kan.—The Reiderer Grain Co. recently purchased a Palmer Dust Control System to be installed in its elevator.

Concordia, Kan.—The Goffe-Carkener Grain Co., of Kansas City, has opened a branch office here, with Charles L. Lyons as local manager.

Mount Hope, Kan.—Mr. Nicoll is the new manager of the Farmers Co-op. Elvtr. Co., succeeding G. C. Hattan, who has a position in Wichita.

Arkansas City, Kan.—We have installed a carloader, new spouts, new roof and given the elevator a general overhauling.—Farmers Union Co-op. Exchange.

Wheaton Grain Co., Archer, Kan.; Norris & Son, Burdette, Kan., and the Wolf Milling Co., Ellinwood, Kan., sustained wind storm damage to their plants recently.

Greenleaf, Kan.—New belt and buckets are being installed at the Farmers Elvtr. Co.'s elevator, which will increase the capacity for elevating grain to 3,000 bus. per hour.

Dillwyn (Macksville p. o), Kan.—George E. Gano's elevator here has been wired for electricity and has been attached to the high power line from the St. John municipal plant, which is now in service.

Salina, Kan.—R. E. Bruns, who has been with the Robinson Elvtr. Co. for the past seven years, is now associated with the Eberhardt-Simpson Grain Co., handling the company's country stations.

Nickerson, Kan.—H. D. Fossey, successful manager of the Farmers Elvtr. Co.'s elevator here for 17 years, retired recently to private life and has been succeeded by E. O. Moats, his assistant for the past 14 years.

Randall, Kan.—The Hart Lbr. & Grain Co. is equipping its elevator leg with a Clow-Winter Direct Connected Geared Head Drive powered with a 7 1/2-h.p. Fairbanks-Morse Motor. The Roberts Const. Co. is making the installation.

Hutchinson, Kan.—George E. Gano, E. J. Whalen, G. D. Estes and C. C. Kelly, all Hutchinson grain men, and W. T. McCauley, sec'y of the Hutchinson Board of Trade, will serve on a terminal grain com'ite of the Trans-Missouri-Kansas Shippers Advisory Board.

St. John, Kan.—The new 30,000-bu. elevator of the Midwest Grain Co., previously described in the Journals, has been completed by Chalmers & Borton. An all-day reception was held at the elevator on Apr. 24, the opening day, and treats were distributed to the big crowd that responded to the invitation to the "open house."

Wichita, Kan.—A novel decoration just added to the exchange floor of the Board of Trade is a painted map of the Wichita trade territory, covering the entire east wall. The map shows all railroads entering Wichita, and all grain outlets and forcibly illustrates the advantages of the market. The map was designed by L. E. McLinden and executed by a local artist.

Wichita, Kan.—A new organization was formed here by Kansas mill executives, on May 15, to be known as the Associated Millers of Kansas Wheat, with Jess B. Smith, former pres. of the Millers National Federation, as manager, with offices in the Kansas City Board of Trade Bldg. The organization claims a membership of 90% of the millers of Kansas wheat and has inaugurated a program for promoting the interests of millers and improving the quality of seed wheat planted in Kansas.

*A gay life—world turning  
faster every day—nations all on edge—Washington Merry-Go-Round a fine mess—labor still on a rampage—nigh t m a r e s and melodramas. And then nature joined the freak and nonsense parade—dust storms and drouth—running winter into spring—too much water here—too little there. But why worry? Trouble is the price of progress. Keep your poise your courage—get the forward look. America is moving on.*

## LOWELL HOIT & CO.

Winfield, Kan.—Fire at the Consolidated Milling Co.'s plant, shortly after noon, Apr. 29, was put out by the local fire department before any damage was done. A belt from one of the engines stuck and the wooden pulley in the top floor of the elevator began to smoulder, due to the friction. The only loss was that of the pulley.

Chetopa, Kan.—The Karns Grain Products Co. is rehabilitating its plant damaged by fire last month, as reported in the Journals May 12 number, and is arranging for installation of all new machinery as soon as possible. The company has made arrangements for continuing production of its feeds and flour, and custom grinding will be done at the Oswego plant. Plans call for restoration of the feed plant equipment first, followed as soon as possible by the flour mill. The warehouse was not damaged by the fire.

## KENTUCKY

Owensboro, Ky.—Owensboro Milling Co., incorporated; capital stock, \$37,500; incorporators: W. J. and W. P. Simpson and F. M. Burdette.

Leitchfield, Ky.—E. W. McClure announced recently that he will soon resume operation of the Leitchfield Milling Co.'s plant, which has been closed temporarily.

## MICHIGAN

Cedar Springs, Mich.—The feed mill of George Ponter burned Apr. 18.

Middleton, Mich.—The Farmers Co-op. Elvtr. Co. has installed a Nickle Hammer Mill Feeder.

Lake City, Mich.—An alfalfa grinding machine was recently installed at the plant of A. H. Hunt & Son.

Prattville, Mich.—The property of the Prattville Co-op. Grain & Coal Co. has been bot by Harold Gayer, of the Nappanee Milling Co., Nappanee, Ind., who took possession last month.

## Michigan Headquarters Elevator Equipment and Supplies

FLACK PENNELL CO.

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Official Brown-Duvel  
**MOISTURE TESTERS**  
Tag Heppenstall Moisture Meters  
and a complete line of grain and seed testing equipment. Every item guaranteed up to government specifications.  
**HARRY B. OLSON** ASHLAND BLOCK CHICAGO, ILL.

# The GRAIN DEALERS JOURNAL

Bay City, Mich.—Work on the large malting plant of the Atlas Malting Co., previously reported in the Journals as being under construction, is nearing completion. The roof is being put on the 1,350,000-bu. elevator included in the new plant.

Holly, Mich.—Robbers smashed the doors of two safes in our office the night of May 13. They got into one safe and evidently were scared away before getting the other safe open. No money was obtained. Papers of no value to robbers were taken. The door of one safe was wrecked and combination lock on the other broken. They gained entrance by forcing lock on office door.—Holly Grain & Produce Co., by John Haas.

## MINNESOTA

Kiester, Minn.—Keith M. Johnson has resigned as manager of the Farmers Elvtr. Co.'s elevator.

Morgan, Minn.—The Farmers Elvtr. Co. is replacing its old leg belt with a new Atlas rubber elevator belt.

Euclid, Minn.—W. T. Louden has resigned as local agent for the St. Anthony & Dakota Elvtr. Co. and will go to Bathgate, N. D.

Ortonville, Minn.—P. B. Greenfield, 63 years of age, manager of the Farmers Co-op. Elvtr. Co.'s elevator, died suddenly on Apr. 30.

Worthington, Minn.—The old bucket belt in the plant of the Farmers Co-op. Elvtr. Co. is being replaced with an Atlas rubber belt.

Arlington, Minn.—Frank Abraham, of Gaylord, has purchased the Doering & Meier Feed Mill here, taking possession the first of this month.

Faribault, Minn.—The H. H. Flour Mill, closed by a labor dispute, on May 8 posted a notice dismissing all employees and discontinuing business.

Echols (St. James p.o.), Minn.—Frank Bros. Feed & Grain Co. has purchased the Farmers Elvtr. Co.'s elevator here. Albert Frank is in charge.

Stephen, Minn.—The Stephen Grain Co. recently purchased a new 15-ton dial type Fairbanks Motor Truck Dump Scale from R. R. Howell & Co.

Okabena, Minn.—The Farmers Co-op. Elvtr. Co. is installing two Clow-Winter Direct Connected Geared Head Drives with Fairbanks-Morse Motors.

Ruthon, Minn.—The National-Atlas Elvtr. Co. is improving its elevator. The adjacent old Northwestern Elvtr., also owned by the National-Atlas Co., has been dismantled.

Dawson, Minn.—The Dawson Produce Co. is having the T. E. Ibberson Co. install a 20-ton Howe Scale with Strong-Scott Air Dumps and make other improvements in its elevator.

Waldorf, Minn.—The Farmers Elvtr. Co. is doing some remodeling in its feed mill. Special new feed mill fittings, new bins, etc., are being installed, the T. E. Ibberson Co. doing the work.

Morton, Minn.—The Farmers Elvtr. Co. has appointed G. W. Groehler, of Dawson, manager of its elevator.

Sleepy Eye, Minn.—Ray Schroepfer, assistant manager of the Eagle Roller Mill elevator for the past two years, has been appointed manager, succeeding W. L. McGee, who has purchased a part interest in an elevator near Fargo, N. D.

Duluth, Minn.—Wesley Taylor, 34, escaped suffocation last week in the hold of the freighter, W. J. Connors, by pounding his shovel on the wall of his prison, thus advertising his predicament. The Connors returned to the elevator, the hold was unloaded, and Taylor rescued.

Duluth, Minn.—The Minneapolis Traffic club of 150 to 175 members will make a one-day stopover in Duluth, June 2, en route to Lake Vermillion for the second annual fishing party of the organization. The Minnesota Arrowhead Ass'n will hold an informal dinner meeting for the visitors in Hotel Duluth.

Minneapolis, Minn.—Beginning May 18, the closing grain market quotations broadcast over Station WCCO have been given at 1:15 p. m. instead of 1:30 as previously. Otherwise the schedule is the same as before, the broadcasts being as follows: 9:00, 10:00 and 11:00 a. m. and 1:15 p. m. except on Saturdays, when the 11:00 a. m. bulletin will be omitted and the closing quotations given at 11:20 a. m.

Buffalo Lake, Minn.—The Farmers Co-op. Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for rebuilding its feed mill, resetting equipment and installing new equipment. Cob crushers, corn graders, attrition mills and mixers and a full line of equipment for the manufacturing of feeds will be installed. A large warehouse and store space will be provided. Henry Salto is the local manager. Work will be started at once.

Pine Island, Minn.—The Pine Island Farmers Elvtr. Co. has contracted with the Hogenson Const. Co. for repairs to its elevator, which will include the installation of a new leg with 10x5½ buckets, Strong-Scott Head Drive and totally-enclosed Fairbanks-Morse Motor. The location of the leg is being changed and a new pit will be built to accommodate it. Repairs also include the raising of the cupola, a new circular distributor, new spouting and new floors in the cupola. The present driveway and work floors will be removed and replaced with new material. The existing scale will be moved to new location and a Strong-Scott Air Lift will be provided for special cleaner legs, cast iron turnheads for all bins and additional grate will also be installed. Work on the contract will start the latter part of this month and Ed Schulte, manager of the company, states that they expect to be closed about three weeks for repairs.

Kandiyohi, Minn.—The Kandiyohi Farmers Union Elvtr. Co. will build a new elevator, feed mill building, warehouse, store and office building. The old elevator building will be taken down to make room for this new structure. The elevator will have slab type foundations, with basement under all the buildings, and will be covered with galvanized iron. The elevator will be divided into 18 bins, the legs will be equipped with modern buckets, and improved head drives will be used, with Fairbanks-Morse Motors. A 20-ton scale will be installed in the driveway for receiving, properly fitted with Strong-Scott Dumps. The mill building will be divided into several bins and have two legs, a large attrition mill and a mixer. The warehouse for storing products will be divided; in addition to a sales room the office will be divided into three rooms with full basement under the office and the office will be fitted with a fireproof vault. A special driveway will be built for the feed mill building. The T. E. Ibberson Co. designed this plant and has the contract to build same. The elevator will be fitted with a Gerber Double Distributor and all steel spouting will be used throughout the elevator. Levi Lund is the local manager.

Blue Earth, Minn.—A new high speed leg equipped with 14x6 Calumet Cups and driven with a Clow-Winter Direct Connected Geared Head Drive and 7½-h.p. Fairbanks-Morse Motor. The installation is being installed by the Farmers Elvtr. Co.

## MISSOURI

Robertson, Mo.—The property of the Florissant Valley Co-op. Elvtr. Ass'n was slightly damaged by fire from exposing building recently.

Kansas City, Mo.—Western Trunk Line tariffs naming a rate of 1 cent per cwt. on cross-town switching of grain in Greater Kansas City, scheduled to expire June 30, have been extended to Dec. 31, 1937.

The following Missouri elevator plants were recently wind damaged: Ash Grove Farmers Exchange, Ash Grove; Morrow Milling Co., Carthage; S. R. Morrow, Carthage; Buchanan Elvtr. Co., St. Joseph; Walnut Grove Farmers Exchange, Walnut Grove, and Cowgill Flour Mills, Carthage.

Kansas City, Mo.—New members of the Kansas City Board of Trade include Samuel L. Hassell, on transfer from E. F. Rosenbaum, Jr., and Loren A. Brown, on transfer from Alex Izzard, the latter membership selling for \$5,000, net to the seller, which was an increase of \$250 over the last previous transaction.

Kansas City, Mo.—The following resolutions have been adopted by the directors of the Kansas City Board of Trade: "There shall be no trading in wheat for delivery on futures contracts in the month of December, 1937, unless such transactions are based upon and contemplate delivery of wheat in accordance with official standards to become effective Oct. 1. Warehouse receipts of regular elevators bearing date prior to Oct. 1, 1937, shall not be a valid tender of delivery on December futures contracts for wheat unless such receipts bear the endorsement of the issuer that the grain covered thereby will inspect according to the revised official standards effective Oct. 1."

## MONTANA

Dutton, Mont.—The Dutton Co-op. Ass'n's elevator was damaged in a windstorm in April.

## NEBRASKA

Plainview, Neb.—T. J. McHenry's Elevator sustained wind damage last month.

Valley, Neb.—The Hunt Transfer & Grain Co. has leased the old Farmers Union elevator here, and placed Clarence Kemper in charge as local manager.

Bellwood, Neb.—The Farmers Grain Co. has had the Van Ness Const. Co. install a V-belt drive on its cleaner and make other repairs on the plant in preparation for the new crop.

Wahoo, Neb.—The nearly new elevator located just out of town has been leased by the Hunt Transfer & Grain Co. This elevator and the one recently leased at Valley, Neb., will give the company an additional grain storage space of about 25,000 bus. Bob Timm will manage the local elevator.

Bloomfield, Neb.—J. J. McCourt was honored by a number of friends at his home recently, to celebrate 41 continuous years of service in the employ of the Holmquist Grain & Lbr. Co., 30 of which he was manager of the Bloomfield branch. August Holmquist, Jr., son of the founder of the business, presented Mr. McCourt with a gold watch in appreciation of his services.

## NEW ENGLAND

Charleston, Mass.—The Mystic Terminal Grain Elvtr. of the Boston & Maine Railroad, pier 5, was damaged by fire to the extent of \$2,000 on May 4.

## NEW MEXICO

Artesia, N. M.—Wilson & Anderson recently purchased a one-ton Sidney Special Mixer from the Sidney Grain Mch. Co.

Cloris, N. M.—The Farmers Elvtr. Co. is equipping its elevator leg with a Clow-Winter Direct Connected Geared Head Drive and 10-h.p. Fairbanks-Morse Motor. The installation is being made by the Star Equipment Co.

## ELLIS DRIERS

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MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS

Future Orders Solicited

## NEW YORK

Homer, N. Y.—The warehouse of the Jones Feed Mill burned Apr. 15; loss, about \$7,000.

East Aurora, N. Y.—A new molasses mixer was recently added to the equipment of the Griggs & Ball Co.'s plant here.

New York, N. Y.—Arthur Crofton has become associated with Stein, Brennan & Co. as manager of their commodity department. He was formerly with the Norris Grain Co. here.

Tonawanda, N. Y.—The Eastern States Milling Corp. has let the contract to the Macdonald Engineering Co. for a re-inforced concrete addition to its feed mill here, 44x200 feet, eight stories.

Buffalo, N. Y.—Buffalo Elvtrs., Inc., owner of the Dakota and the Great Eastern Grain elevators on the Buffalo River, is reported to have asked its bondholders to give its directors permission to sell the company's properties if a prospective buyer should come along.

Buffalo, N. Y.—Managers of grain elevators of this city and the grain elevator employees' union have made an agreement regarding 1937 wages, which provides an increase of 5 cents an hour for all members of the union, establishes new wage minimums ranging from 75 cents an hour for members of car gangs to \$1.12½ an hour for machinists, the working week to remain at 40 hours, with time and a half for overtime. About 20 elevators and 450 men are affected by the agreement.

## NORTH DAKOTA

New Salem, N. D.—The Occident Elvtr. Co. is erecting a new office.

Brampton, N. D.—The Farmers Elvtr. Co. is installing a new Atlas bucket belt.

Kenmare, N. D.—Bernard Larsen has bot the feed mill formerly operated by H. Reiverson.

Bathgate, N. D.—The Farmers Elvtr. Co. has appointed W. T. Louden, formerly of Euclid, Minn., manager of its elevator.

Edmore, N. D.—A new 12-inch, 5-ply Atlas rubber elevator belt is being installed by the Farmers Shipping & Supply Co.

Gackle Bros. Grain Co., Kulm, N. D., and the Kellogg Holding Co., Mantador, N. D., recently sustained damage by windstorm.

Wolford, N. D.—The Farmers Co-op. Elvtr. Co. is installing a Claw-Winter Pneumatic Truck Dump and steel grates in its driveway.

Edmore, N. D.—James Fair, manager of the Farmers Shipping & Supply Co.'s elevator, has resigned and will be succeeded by Arthur Ihle.

Fessenden, N. D.—The Osborne-McMillan Elvtr. Co. and the Farmers Grain Co. are both installing new, up-to-date scales in their local elevators.

York, N. D.—The C. J. Thoreson Elvtr. has ordered a new 15-ton motor truck dump scale with steel weighbridge from J. M. Johnson of R. R. Howell & Co.

Lostwood, N. D.—Carl Anderson, 44 years of age, manager of the Farmers Elvtr. Co.'s elevator for 12 years, ever since its organization, took his own life on May 10.

Osnabrock, N. D.—The Farmers Co-op. Elvtr. Co. has placed an order with R. R. Howell & Co. for a new high-speed leg equipped with Atlas Belting and Calumet Cups.

Watford City, N. D.—Lionel Oppgrand has resigned as manager of the elevator of the Farmers Co-op. Elvtr. Co., effective June 1, at which time he will be succeeded by Ole Stenslie.

Grand Forks, N. D.—The State Mill has awarded a contract to the T. E. Ibberson Co. for general repairs to be made at the mill, also in the receiving elevator. Double distributors will be installed.

Minnewaukan, N. D.—The Farmers Union Elvtr. Co. is making extensive alterations in its present plant, rearranging the office, driveway and warehouse and building a new feed mill. The feed mill building is 14x14 feet, 26 feet high, with full basement and a driveway 26x12 feet. The entire building is covered with 26-gauge galvanized corrugated elevator plates and standing seam roofing. An attrition mill is being installed there. The Hogenson Const. Co. is doing this work and it is expected to be completed the latter part of May.

Josephine, N. D.—The Farmers Grain & Fuel Co. is having the T. E. Ibberson Co. remodel and iron clad its elevator here.

## OHIO

Pleasantville, O.—A truck caught fire and set the plant of the Pleasantville Mill Co. on fire on May 15.

Conover, O.—G. C. McDonald recently purchased a 15-ton truck scale from the Sidney Grain Mch. Co.

Mt. Sterling, O.—A new elevator having a capacity of 20,000 bus. is being erected by the Ralston-Purina Co.

Pemberton, O.—The Pemberton Farmers Exchange Co. sustained a small electrical breakdown loss on May 12.

Kileville, O.—Lightning came in on the power line recently, damaging panel and transformer in the plant of Fred Kile & Son.

London, O.—F. J. Wood & Sons are installing a Hall Signaling Distributor in their new plant. The Sidney Grain Mch. Co. is doing the work.

Unionville Center, O.—Ray Latham has made improvements with a large Kwik-Mix Mixer. Sidney Boot Sheller, large elevator and other equipment.

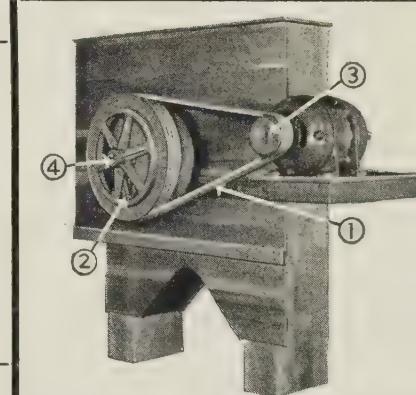
Gettysburg, O.—Frank Myers, manager of the Gettysburg Equity Exchange's elevator for the past 15 years, retired May 1. He has been succeeded by Earl Eshelman.

Cleveland, O.—At a sheriff's sale May 17, the assets of the Molaska Corp. were offered. A dried molasses product for use in livestock feeds has been manufactured by the company.

Eaton, O.—The Preble County Farm Bureau Co-op. Ass'n, recently organized, and the Eaton Farmers Equity Exchange have merged. An elevator and coal yard are operated by the Equity.

Maumee, O.—Pouring of the concrete bin walls of the 1,000,000-bu. elevator under construction for the Anderson Elvtr. Co. was recently started by the Macdonald Engineering Co., which has the contract, as reported in the Feb. 10 Journals. The pouring will be continuous, 24 hours a day.

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### Power Head Drive

It's the ONLY head drive that will deliver so high a percentage of your motor's power to the head shaft. Note these features: The V-Belt drive (1) has been proved 99% efficient. The automatic Back Stop (2) can't fail and can't stick. Leg speed can be changed easily by changing (3) sheave on motor. Planetary gears (4) in oil bath, 97% efficient.

### Superior D. P. Cups — Strottco Belting

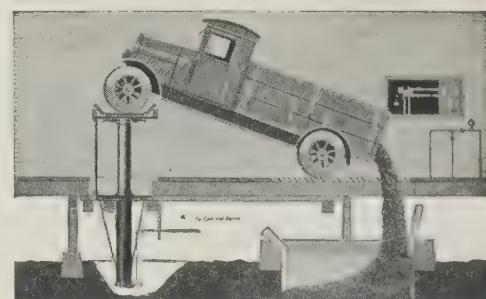
The Ideal Combination

Superior D. P. Cups are guaranteed to give 20% greater capacity and the qualities of Strottco Belting have increased its sales tremendously each year. It will pay you to put this combination to work.



### Strong-Scott Pneumatic Dump

It is the ONLY vertical-lift dump that can be hung from the scale timbers. This means lower installation cost and, most important of all, no interference with correct weighing. Handles all trucks quickly, quietly and safely. The greatest dump value obtainable. Write for particulars.



**Everything for Every Mill, Elevator  
and Feed Plant**

**The Strong-Scott Mfg Co.**  
Minneapolis Minn. Great Falls Mont.



# The GRAIN DEALERS JOURNAL

North Baltimore, O.—The North Baltimore Grain Ass'n has installed an 8-bu. Richardson Automatic Scale in its local elevator.

New Winchester (Rt. 3, Bucyrus), O.—A new 10-ton Howe Truck Scale has been installed at the New Winchester Elvtr., W. G. Holtshouse, owner.

Sugarcreek, O.—The Farmers Equity Co. has appointed Harold Greber manager of its elevator, succeeding Roy Troyer, who is now operating a feed and flour mill at Trail (r. d. Dundee).

Jenera, O.—The Jenera Co-op. Ass'n recently installed a new cement block making machine at its elevator plant. The stockholders of the ass'n have just been presented with stock in an amount equal to their previous holdings, the company using this method of reducing its surplus. E. H. Heldman is the efficient manager.

Fostoria, O.—Over 120 grain dealers attended a banquet of the Northwestern Ohio Grain Dealers Ass'n held May 3 at one of the local churches. Crop reports were given and several short talks made, entertainment consisting of several musical numbers. The principal speaker was J. W. Huntington, of Columbus, manager of the Ohio Mills Mutuals, whose subject was "House Cleaning Time." He said: "There were 193 elevator fires in the state of Ohio from 1929 to 1937. These fires represented a loss of \$2,202,000, much of which could have been avoided had the elevators been cleared of all excess inflammable refuse."

Oak Harbor, O.—We are just completing an up-to-date filling station and bulk oil station. Expect to be in operation within the next few days. The following equipment has been installed: Three 12,000-gal. bulk tanks, three 550 service tanks. Station is 24x36 feet, with canopy over pumps, drive between them and building and a 20-foot drive outside of pumps, which are the latest computing type made. Will have wash room and service room with hydraulic hoist latest type free wheel pattern. We are locating this just across the road from our elevator on ground purchased for same. This ground also has trackage and hay barn 130x36 feet, which will add to our hay facilities and was badly needed. Our building is frame construction with asbestos roof and siding, has ladies' rest room, also men's room. Will do regular service work as well as bulk and retail service, and make rural deliveries by truck tank.—Oak Harbor Co-op. Co.

## OKLAHOMA

Canton, Okla.—The Reay Grain Co. has added a metal roof and made general repairs at its elevator.

Devol, Okla.—G. L. Suter recently purchased a Bender Worm Gear Type Electric Truck Lift to be used in his elevator.

Lawton, Okla.—The Farmers Co-op. Exchange is erecting a new two-story office building and installing new 20-ton scales.

Custer, Okla.—The Farmers Co-op. Elvtr. Ass'n is building a 60,000-bu. cribbed elevator after wrecking its old house.

Hennessey, Okla.—The Farmers Elvtr. Co. is building a brick office building and will install a 20-ton Fairbanks Truck Scale.

Hollis, Okla.—The Hollis Flour Mill, owned by Sam Carmack, has been sold to the Adair-Morton Grain Co., of Wichita, Kan., which is remodeling the mill thruout.

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GRAIN & SEED  
TESTING EQUIPMENT**

OFFICIAL BROWN DUVAL  
MOISTURE TESTERS  
WT. PER BU. TESTERS  
FOUR-IN-ONE SCALES  
BOERNER SAMPLERS  
GRAIN TRIERS  
—SAMPLE PANS

**SEED TRADE REPORTING BUREAU**  
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Fairview, Okla.—The Fairview Mill is erecting a 25,000-bu. wheat storage plant.

Hollister, Okla.—A new elevator, having a capacity of 15,000 bus., is under construction here for the Wichita Mill & Elvtr. Co., the A. F. Roberts Const. Co. having the contract.

Burlington, Okla.—The old buckets in the elevator of the Burlington Grain Co. are being replaced with Calumet high speed cups to secure a much needed increase in the elevating capacity.

Enid, Okla.—The Uhlmann Grain Co. has leased the Enid Terminal Elvtr., having 2,000,-000 bus. capacity, and will take possession June 1. L. W. Sanford will come from Kansas City to take charge.

Union City, Okla.—Jim E. Smith, with the El Reno Mill & Elvtr. Co. for the past eight years, has bot the Farmers Co-op. Elvtr. Co.'s elevator here, which he will operate under the name of the Farmers Elvtr. Co.

Enid, Okla.—Concrete work is completed on the new 100,000-bu. head house of the W. B. Johnston Grain Co.'s elevator and machinery is being installed. A. F. Roberts, who has the contract, will have the house ready for operation June 15.

Hunter, Okla.—The new 90,000-bu. concrete elevator of the Thompson-Wilson & Thompson Grain Co. is nearing completion and will be ready to handle the new crop. This company operates two other elevators at this station. The Roberts Const. Co. is building the new elevator.

## PACIFIC NORTHWEST

Waitsburg, Wash.—The Waitsburg Grain Growers, Inc., have rearranged their offices here and increased their size.

Walla Walla, Wash.—The Archer-Daniels-Midland Co. has opened an office in this city, with W. J. Lyons as district manager.

Oregon City, Ore.—Louis Blaue has added a new attrition mill to his feed mill equipment, also completed new storage bins, with a capacity of 350 tons of mixed feeds.

Nampa, Ida.—E. E. Sanders has bot the Idaho Equity Exchange Mill from the Spokane Bank for Co-operatives and will operate it under the name of the Sanders Produce Co.

Boise, Ida.—Two public utilities commission hearing dates have been set. An application of 34 warehouse companies for an increase from 75 cents to \$1 a ton for storage of grain will be heard at Lewiston, Ida., June 7.—F. K. H.

A series of two-day grading schools were scheduled to be held by Federal Grain Supervision officials as follows: Ritzville, Wash., May 24 and 25; Colfax, May 26 and 27, and Lewiston, May 28 and 29. The schools are open to every one.

Spokane, Wash.—It is reported that the Spokane Flour Mills Co. is considering a \$150,000 expansion program, which would include 12 new concrete grain storage tanks and additional equipment and doubling the mill's present capacity of 750 barrels.

Bellingham, Wash.—Installation of machinery in the grain elevator the Port Commission is building at the Municipal Dock for the Washington Co-op. Egg & Poultry Ass'n was started this month. It is estimated the elevator will be ready for operation about June 15.

Spokane, Wash.—Seldom has a new law brot forth so many conflicting interpretations as has the Washington tax on grain. The latest information from the State's Attorney General dated May 11, indicates that it is not necessary for grain to be actually sold to someone outside the state before it can be considered tax exempt. The mere fact that it is in storage in a warehouse from which it is definitely intended to ship to points outside the state, will qualify such grain for tax exemption. The burden of proving grain actually moved outside the state within the six months period, rests upon the owner of the grain. His affidavit will be accepted. It is also ruled that in the case of grain bot directly from a farmer after having been held in storage by said farmer for a period of time, the six months' exemption period shall be measured from the time the sale is made since the grain was exempt from taxation in the farmer's hands anyway.—Ron Kennedy, sec'y Pacific Northwest Grain Dealers Ass'n.

Silverton, Ore.—The elevator building at the north end of the Fischer Mill plant and the Fischer cereal building have been leased and will soon be in operation, after being unused for a number of years. Charles Pennell, J. H. Winter and M. C. Storrusti are the lessees.

Piper (Sprague p. o.), Wash.—The Sprague Grain Growers, Inc., recently let a contract to W. J. Morrell for the conversion of their local warehouse into a bulk grain elevator having a capacity of 63,000 bus. The structure will cover a ground space of 150x40 feet and will be cribbed to a height of 16 feet.

Lind, Wash.—The Union Elvtr. & Warehouse Co. is making improvements at its plant here and at East Lind, costing approximately \$15,000. The Lind elevator is being remodeled and a larger unloading scale installed, also a truck hoist. At East Lind a new 35,000-bu. elevator is being erected, to be equipped with modern machinery and operated by electricity.

Seattle, Wash.—The following are exempt from retail sales tax: Bale ties, binder twine, box shooks, containers for agricultural products, feeds to commercial feeders, fertilizers for commercial crop production, government sales (federal and state), grits, ground limerock (for soil use), gypsum (for soil use), land plaster (for soil use), lime (for soil use), minerals and mineral feeds, oyster shell, raw rock phosphate (for soil use), relief voucher sales, salt (stock and hay), seeds for commercial crop production, sprays (fruit and vegetable), sulphur (for soil use), wrappers (fruit and vegetable). The following are taxable under the retail sales tax: Farm equipment of all kinds, feeds (to feeders not producing for sale), fertilizers (not sold for commercial crop production; e.g., lawn, garden, package), flour to consumers, horse feed, insecticides, lawn and garden fertilizers, litter of all kinds (except when sold to gardeners), peat moss (all kinds except when sold to gardeners), poultry specialties, seeds not sold for commercial crop production (e.g., most package seeds), sprays (animal and poultry), straw for litter (except when sold to gardeners), twine (except binder twine), wire (except bale ties). Please note that the Tax Commission permits you to assume that feeds and fertilizers sold in sack or larger lots, and all bulk seeds, are presumptively for commercial crop production, and therefore exempt. Where, however, the seller is aware that sales, in any quantity, are not for commercial production the tax applies.—Floyd Oles, manager Pacific Northwest Feed Ass'n, Inc.

## PENNSYLVANIA

Bedford, Pa.—The new plant of the Bedford Feed Co. was recently opened. It is equipped with up-to-date grain and feed machinery. M. P. Bixler heads the company.

**CEDAR POINT  
ON LAKE ERIE**

**2**

**BIG DATES  
IN 1937**

**OHIO GRAIN, MILL &  
FEED DEALERS ASS'N  
CONVENTION  
JUNE 20-21-22**

**NAT'L HAY ASS'N  
CONVENTION  
JUNE 22-23-24**

**Plan to Attend These Two  
Big Events**

**Write for Reservations**

**CEDAR POINT-ON-LAKE ERIE**

**THE G. A. BOECKLING CO. SANDUSKY, O.**



Newcastle, Pa.—A new feed mixer has been added to the equipment of the Newcastle Milling Co.

Bellefonte, Pa.—C. Y. Wagner & Co. will erect a steel grain elevator, having a capacity of 20,000 bu., at the side of their mill here.

## SOUTH DAKOTA

Dimock, S. D.—Application for voluntary dissolution is said to have been filed by the Farmers Co-op. Elvtr. Co. of this place.

Harrisburg, S. D.—J. J. Mullaney & Son are equipping their local house with Calumet high speed buckets furnished by R. R. Howell & Co.

Elkton, S. D.—George P. Sexauer & Son will dismantle his two old elevators here and build a new 25,000-bu. house.

Butland, S. D.—Edward B. Darling, 56 years of age, manager of the Farmers Elvtr. Co.'s elevator here, was fatally injured in a fall at the elevator on May 13. He fell 30 feet down the elevator shaft.

Hoover Grain Co., Clear Lake, S. D., and Farmers Union Grain Co., Stratford, S. D., suffered windstorm damage in April; also the Garden City Farmers Merc. & Elvtr. Co., Garden City, S. D.

Yankton, S. D.—The Riley Arneson Grain Co. has started construction of a new elevator, replacing its fire loss of last February, the new house to be 20x20 feet, 62 feet high, of cribbed construction, covered with galvanized iron.

## SOUTHEAST

Tampa, Fla.—Phil A. Ammons has purchased a one-ton Sidney Special Mixer.

Greenville, Miss.—It is reported that a large feed manufacturing plant will be erected here by the Mississippi Valley Grain & Feed Co. (of Muscatine, Ia.), which has bot a site here.

## TEXAS

Aiken, Tex.—The Aiken Elvtr. Co. is installing an improved head drive unit.

Glazier, Tex.—Mail addressed to W. H. Feuquay is returned by the post office department.

Center Point, Tex.—Arn Schwethel, formerly of this place, has removed to Comfort, Tex.

Morse, Tex.—Mail addressed to the Spearman Equity Exchange is returned by the post office marked "Uncollected."

Quanah, Tex.—The Farmers Co-op. Society is building a 22,000-bu. fast-handling elevator. Claude Eagan has the contract.

Center Point, Tex.—Mail addressed to Center Point Mill & Elvtr. Co. is returned by the post office marked "Out of business."

Wichita Falls, Tex.—The molasses feed building of the J. C. Hunt Grain Co. was damaged by fire of undetermined cause on May 4.

Carrollton, Tex.—The Carrollton Feed Mills are increasing their elevating capacity by the installation of Calumet high speed cups.

Truscott, Tex.—The Truscott Grain Elvtr. is improving its receiving facilities with the installation of a Howell Overhead Electric Truck Lift.

Dallas, Tex.—J. H. Pearlstone, head of the Pearlstone Mill & Elvtr. Co., this city, was recently again chosen as a vice-pres. of the St. Louis, San Francisco & Texas Railway.

Gainesville, Tex.—J. C. Whaley, president of the Whaley Mill & Elvtr. Co., was killed in an automobile accident near Nacogdoches, May 14. Three other men, his companions on the pleasure ride, were injured. In trying to miss a pedestrian, the driver of the car lost control of the machine. Mr. Whaley, who was a pioneer in the grain and milling business of Texas, was 77 years of age.

## WISCONSIN

Rice Lake, Wis.—A. A. Bergeron is having a 44-foot grain elevator built to replace his fire loss of last fall. It will be completed by June 15. A two-story, 40x80-foot warehouse was recently completed by Mr. Bergeron.

### MILWAUKEE LETTER

Having recovered from his recent operation, Elver Leistikow is ready to resume work at the local office of the Stratton Grain Co.

The Froedtert Malting Co. will increase its malting capacity both at its plant here and at Winona, Minn., giving the company a total malting capacity of 14,000,000 bu.

The death of Albert Penoske, on May 7, from burns on the body, arms and face, brot the fatalities of the explosion at the Charles A. Krause Milling Co.'s plant in April, up to nine.

William Young Jr., one of the oldest members of the Milwaukee Grain & Stock Exchange, representing Bartlett Frazier Co. on the exchange, died at Columbia Hospital, this city, May 12, at the age of 71 years. His father was president of the Milwaukee exchange 1865 to 1867.

The Wisconsin State Assembly and Senate recently adopted a resolution directing the state industrial commission to make a thoro investigation into the cause of the explosion at the plant of the Charles A. Krause Milling Co. that killed nine men and injured 25 others in April.

When the Charles A. Krause Milling Co.'s plant, recently damaged by explosion, is rebuilt, the company will concentrate on corn milling. As reported in the Journals last number, the company has sold its mixed feed business to the Vitality Mills, of Chicago. The feed end of the business was a relatively small part of the concern's total output.

## Corn Imports of Good Quality

The South African corn arriving in the United States is grading No. 1 white. The kernels are large and flat, similar to the white corn raised in the middle west, with a dent in the end. It is particularly suitable for making cereals because of its extremely high starch content.

The Argentine corn is better known here. It is of the flint variety, resembling United States yellow flint corn except that the kernels are smaller and more round, looking something like gravel. It is less desirable for live stock feeding because of its flinty hardness, but is regarded as practically interchangeable with domestic corn for poultry feeds and industrial uses in making corn sugar, cornstarch, oil and other products.

Smuggling of grain from Canada into the United States is charged in the trial at Devils Lake of the suit by the government against the National Atlas Elevator Co., in which Manager J. F. Poyer at Hansboro, N. D., appeared for the defense. The Hansboro elevator bot the wheat in the winter of 1933-34.

Washington, D. C.—The senate passed and sent to the White House, May 24, a bill to re-enact the marketing agreement provisions of the agricultural adjustment administration. The bill would change the original act to permit the sec'y of agriculture to fix milk prices. The senate rejected two com'ite amendments which would have brought within the scope of the measure fruits and vegetables for canning and the products of honey bees.

## Supply Trade

Chambersburg, Pa.—Augustus Wolf, pioneer mill builder and inventor of milling machinery known the world over, is dead.

Mitchell, S. D.—C. H. Townsend will represent R. R. Howell & Co. in South Dakota, Southwest Minnesota and Northwest Iowa.

Ames, Ia.—The name of the Ames Construction Co., grain elevator engineers and constructors, has been changed to Geo. Todd Construction Co.

Minneapolis, Minn.—Ed. W. Mueller will cover the Southeastern part of Minnesota, Iowa and a portion of Nebraska for Strong-Scott Mfg. Co., succeeding Geo. A. Brown, who has been transferred to the main office.

Omaha, Neb.—Catalog No. 36, just issued by the American Machinery & Supply Co., gives a complete description with illustrations of the entire line of grain elevator and feed mill machinery handled by the company. Grain elevator operators can obtain a copy of this catalog by writing direct to the company.

Sterling, Ill.—James A. Charter, a pioneer in the development of gasoline engines, died recently. Mr. Charter in 1883 aided in inventing and marketing one of the first gasoline engines. He carried on this work as designer and inventor of engines for Fairbanks Morse & Co. with which company he was associated for over 17 years.

Decatur, Ill.—The H-S Manufacturing Co. has been organized to manufacture and sell the H-S Air Blast Car Loaders. John Schminski is president of the company. Readers of the Journal desiring complete information relative to this improved car loader should write the company requesting descriptive literature.

Portland, Ore.—A twenty-one-week closing of the Bernis Bag Co. of Seattle was ended with 145 workers returning to the company's plant. Workers returned under the jurisdiction of the Cereal Workers, Warehousemen's and Weighers Union. The plant was closed when the Teamsters' Union disputed jurisdiction.—F. K. H.

Chicago, Ill.—Recent installations of the Zeleny Thermometer System included the following: 108 circular and 75 star bins in Municipal Elevator, Kansas City, Kan.; Canada Malting Co., Montreal, Que.; Kentucky Public Elevator Co., Louisville, Ky.; Schlitz Brewing Co., Milwaukee; Spencer Kellogg & Sons, Chicago; Premier-Pabst Corp., Milwaukee, and for a grain elevator in Trondhjem, Norway.

## RANDOLPH GRAIN DRIERS

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THAT'S ALL  
WRITE FOR CATALOGUE

O. W. RANDOLPH COMPANY

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# Field Seeds

**Milbank, S. D.**—The J. T. Harvey Seed & Feed Store was recently damaged by fire.

**Toronto, Ont.**—George A. Keith, 67, senior member of George Keith & Sons, founded by his father, passed away May 5. Surviving are his widow and two sons.

**Perry, Ia.**—The Midwest Seed Co. has moved to new and larger quarters, which are being redecorated and rearranged in line with modern merchandising thought.

**Rio, Wis.**—J. S. Price, Sr., seed, feed and implement dealer, has filed voluntary petition in bankruptcy, listing liabilities of \$12,822, assets of \$4,122, exemptions of \$2,800.

**Vancouver, B. C.**—The Dominion Seed Branch will open a seed testing laboratory here in charge of Gordon M. Stewart, formerly at Calgary.

**Montesano, Wash.**—A new seed cleaning and handling plant is under construction for Alf Christianson, Mount Vernon seed grower, Bob MacDonald is the local representative.

**Orlando, Fla.**—The spring and summer meeting of the Florida State Seedsmen's Ass'n was held here May 11 with a good attendance. The enactment of a state seed law was considered.

**Iowa City, Ia.**—The National Hybrid Corn Co., of Anamosa has bought the old Puritan chair factory from its receivers for \$6,750 and will turn it into a huge hybrid corn plant.

**Rocky Ford, Colo.**—L. R. Robinson & Sons, California seedsmen, have rented a building in which modern cleaning machinery will be installed for the fall seed harvest.

**Garfield, Wash.**—Adams Seed Co., formerly the Inland Empire Seed Co., has been incorporated for \$25,000 to deal in seeds and grain. Charles E. Adams is pres. Other officials are Ford McDaniel and George W. Adams.

**Soybeans** planted in 21 inch rows and cultivated grew much faster for P. E. Walhof in Pipestone county, Minnesota, than did soybeans planted with a grain drill. Yields were also increased.

**Ellensburg, Wash.**—Wilbur Brotherton, 45, pres. of Brotherton Seed Co., formerly in the seed business at Bozeman, Mont., and Moscow, Ida., passed away at the Ellensburg General Hospital following an operation.

**Toledo, O.**—Charles O. Wilcox of F. H. Woodruff & Sons, prominent seed ass'n member, chairman of the membership and resolutions com'tees of the American Seed Trade Ass'n, passed away at the Covenant Hospital, Omaha, Neb., May 16 from complications following a stroke. Surviving are his widow, Hazel, and a son, William.

**Lakehurst, N. J.**—Mr. and Mrs. Otto Ernst, of Hamburg, Germany, and of the

prominent field seed firm known as Ernst & Von Spreckelsen, 77 and 70 years old, respectively, were passengers on the ill-fated Hindenburg that exploded and burned May 6. Mr. Ernst died of his burns and injuries a few days later. Mrs. Ernst was last reported to be recovering.

**Jackson, Miss.**—In the litigation between Commissioner of Agriculture J. C. Holton and the R. B. Buchanan Seed Co. of Memphis, Tenn., wherein the Commissioner refused to issue a permit to the seed company, a temporary injunction has been granted the seed company restraining the Commissioner from "further seizing or threatening to seize any seed shipped into Mississippi."

**Lafayette, Ind.**—State Seed Commissioner H. R. Kraybill reports termination of a federal seed case against the Standard Seed Co., Kansas City, Mo., with assessment of a \$200 fine on each of two counts. Involved were shipments of 2 bus. of biennial White Blossom sweet clover and 1½ bus. of timothy to Harlen M. Brown, Newcastle. Laboratory tests showed 26% germination on the sweet clover, 50% on the timothy. The sweet clover contained over 10,000 thistle and horse nettle seeds per pound, the timothy over 16,000 weed seeds per pound.

## Foreign Red Clover Hearing

Seed dealers, state and federal officials, and representatives of foreign countries attended the May 17 hearing to consider whether foreign red clover seed other than Canadian is "not adapted for general agricultural use in the United States."

Chairman M. A. McCall, assistant chief of the Buro of Plant Industry, said written testimony must be submitted not later than June 1, that the question can be settled before this year's crop of red clover seed starts moving. A decision is expected prior to July 1.

The hearing was called because domestic production of red clover seed in this country in 1937 probably will not be sufficient to meet normal demand. General interest as to the adaptability of imported red clover seed followed last year's short crop, and many seedsmen imported red clover seed to relieve the demand, only to find the federal Department of Agriculture ruling that farmers would not receive benefit payments if foreign (except Canadian) red clover seed were planted for soil conservation.

Importation of red clover seed—or any seed mixture containing 10 per cent or more of red clover seed—is allowed under the Federal Seed Act, when at least one per cent of the seed is stained green, except that red clover seed from Canada shall be one per cent violet and that of unknown origin and from Italy shall be stained 10 per cent red.

Seedsmen who offered their opinions and the results of their investigations on the adaptability of foreign red clover seed were: C. C. Massie, Minneapolis; Frank Lukes, Chicago; Donald K. Belt, Baltimore; Mrs. E. E. Patterson, New York City; Ross Eldridge, Kansas City, Mo.; Robert Pommer, St. Louis; C. Q. Dunlap, Milwaukee; Clarke W. Clemmer, Springfield, Mass.; Sheldon Ackerman, Lima, Ohio. Dr. Alfred Bilmamis, Minister from Latvia, and Roman Olesnicki, Polish Consulate, New York City, also expressed themselves.

Other seedsmen present were: Ignatz Eckstein, Buffalo; E. L. Townsend, Buffalo; Seymour Hirsch, Toledo, Ohio; Lawrence Teweles, Milwaukee; Fred Radway, New York City; Julius Loewith, New York City; Wm. Soo Terminal Co., grass, flax, peas.

**ST. LOUIS, MO.**—Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Scott, T. Maurice, field seeds, carlot originator.

**SAULT STE. MARIE, MICH.**—Soo Terminal Co., grass, flax, peas.

**SIOUX CITY, IOWA**—Sioux City Seed Co., seed merchants.

G. Scarlett, Jr., and K. E. Smith, Baltimore; Albert Mangelsdorf, St. Louis; A. L. Bibbins, Buffalo, N. Y.; T. C. Crabb, Crawfordsville, Ind.; Marshall Duryea, New York City, and Charles D. Ross, Louisville, Ky.

## Utah Accepts Seed Shipments

A great deal of excitement in some seed circles followed the action of Utah state officials who returned shipments of seeds to their senders. Negotiations with the officials were promptly opened by American Seed Trade Ass'n officers.

Telegraphic advice from Utah state officials to Pres. Floyd Bradley of the ass'n on May 15 stated that orders had been issued permitting interstate commerce in seeds, by carrier and by mail, if Utah state inspection is allowed at state cost. Shipments to Utah must now be labeled "Seed, Utah Inspection Allowed."

## Pacific Seed Program

Prominent features on the program for the 12th annual convention of the Pacific States Seedsmen's Ass'n, to be held in El Encanto hotel, Santa Barbara, Cal., June 1 and 2, are:

"Registered Field Seeds in Arizona," by Prof. Ian A. Briggs, University of Arizona agronomist, at the Tuesday afternoon session.

Reports on the Oregon Seed Council, by Pres. A. Cellers, McMinnville, Ore., and the California Seed Council, by Pres. John O. Knox, Stockton, at the Wednesday morning session.

"Calapproved Seed for the Seed Trade," by Dr. Fred N. Briggs, agronomy professor at the University of California, Wednesday afternoon.

Entertainment scheduled for the first afternoon and evening includes a garden tour, and the annual banquet and entertainment at the Restaurante Del Paseo. At noon the second day a barbecue lunch will be served on the lawn of the El Encanto hotel.

## Seed Needs in Northwest

A meeting of representatives of North Dakota, South Dakota and Minnesota with government officials at St. Paul, Minn., this month disclosed that:

About 19,400 applications for seed loans to farmers had been received and approved up to April 9, and about 15,000 checks had been mailed. Applications were being given as prompt attention as possible so that farmers could purchase stocks of seed for spring planting. The program was running about two weeks ahead of 1934 and 1935.

Seed loans are being limited to actual requirements, based on \$2 per acre for seed and 50c per acre for feed or fuel to handle the actual seeding operations.

Seed loan officials are reported tending to a liberal interpretation of the Act, so that more seed is likely to be available than anticipated.

North Dakota has received \$52,000,000 from the federal government for crop production during the last six years, and has repaid only 14½%, leaving a balance of 85½% to be repaid, due to consistent crop failures. This year again about 40,000 loans are necessary in North Dakota to insure even 70% of a normal grain acreage.

Farmers seem satisfied with present conditions, and why shouldn't they? We talked to a farmer whose father owns 160 acres of land who said he received a government check for \$220 to take care of soil erosion. Of course, as long as this keeps up, farmers are not going to be complaining very loudly. Another farmer owning 140 acres is to get \$150 because he has a couple of gullies on his farm he wouldn't plow if he could, but he agreed not to plow them.—P. E. Goodrich, Winchester, Ind.

## Directory

### Grass and Field Seed Dealers

**CRAWFORDSVILLE, IND.**—Crabbs, Reynolds, Taylor Co., clover, timothy.

**GREEN SPRINGS, OHIO**—The O & M Seed Co., seed merchants.

**PAULDING, O.**—Stoller's Seed House, wholesale field seeds.

**ST. LOUIS, MO.**—Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Scott, T. Maurice, field seeds, carlot originator.

**SAULT STE. MARIE, MICH.**—Soo Terminal Co., grass, flax, peas.

**SIOUX CITY, IOWA**—Sioux City Seed Co., seed merchants.

## Corn Yield Tests in Iowa

A record number of entries, 1331, of which 1240 are hybrid and 91 open-pollinated, have been entered in Iowa's 1937 corn yield test in the different sections of the state. Of the open-pollinated entries, 70 are classified as "regular" because of the availability of seed for more general planting and 21 as "experimental" because they are relatively new varieties for which there is not sufficient seed for general distribution. There were 834 regular and 406 experimental hybrids in this year's test.

Large seed corn companies furnished a majority of the entries. Hybrids dominate the test.

## Imports of Forage Plant Seeds

Imports of forage plant seeds during April, 1937, and during the 10 months ending April 30, 1937, compared with the like periods of 1936, as reported by the Buro of Plant Industry, have been as follows, in pounds:

Kind of seed	April		July 1 to April 30	
	1937	1936	1937	1936
Alfalfa	254,800	18,500	3,323,500	55,900
Bluegrass, Can.	24,000	22,400	110,600	143,900
Brome, smooth	23,700	204,600	662,800	692,400
Clover, alsike	152,700	43,100	3,061,500	54,300
Clover, crimson	44,100	....	5,421,000	2,148,800
Clover, red	912,200	36,200	13,467,300	36,200
Clover, white	152,800	222,500	1,629,000	1,351,600
Grass, orchard	165,500	83,700	1,812,100	660,300
Fescue, meadow	600	....	2,600	....
Millet, foxtail	....	....	758,400	280,500
Mixtures, alsike and timothy	5,500	....	118,400	....
Mixtures, clover	3,700	6,000	14,100	6,000
Mixtures, grass	15,600	....	18,700	1,400
Rape, winter	380,900	288,000	7,444,600	7,213,700
Ryegrass, Italian	18,900	....	36,000	29,900
Ryegrass, peren.	172,100	83,400	766,000	460,900
Timothy	1,200	100	104,500	800
Vetch, common	13,200	....	235,900	....
Vetch, hairy	202,500	....	2,537,500	1,550,400
Bentgrass	4,900	3,300	20,200	25,000
Bluegrass, ann'l	....	200	4,400	200
Bluegrass, rough	83,400	41,100	446,700	455,900
Bluegrass, wood	....	....	2,600	1,600
Bromegrass	2,000	....	4,800	....
Clover, suckling	....	7,800	57,200	59,000
Dogtail, crested	....	....	12,700	18,100
Fescue, Chew.	111,300	149,300	1,088,400	578,000
Fescue, other	18,600	1,800	75,200	70,400
Grass, Dallis	5,200	100	49,500	19,500
Grass, Guinea	....	100	1,500	200
Grass, molasses	....	....	3,200	5,000
Grass, rescue	800	....	1,700	12,000
Grass, Rhodes	2,500	6,700	7,600	13,900
Grass, Sudan	....	....	206,100	....
Grass, velvet	2,400	....	18,200	3,900
Medick, black	....	....	26,800	31,500
Mixtures, grass	....	....	2,500	....
Oatgrass, tall	4,200	....	12,800	....
Sweetclover, white	332,000	377,500	4,504,600	378,900
Sweetclover, yellow	49,000	....	930,400	....
Wheatgrass, crested	33,600	11,100	157,500	85,400
Wheatgrass, slender	10,500	14,100	130,500	17,600
Yarrow, common	1,100	....	1,600	100

## Seeds and Their Relation to the Grain Business

By A. L. CLAPP, of Kansas State College, Manhattan, before Kansas Grain, Feed and Seed Dealers Ass'n.

As the "watch dog" of the seed supply for the community, the grain dealer has a dual responsibility. He should always be on guard to see that the seed which he distributes meets the requirements of good seed for the community and he should use his efforts to prevent the distribution of poor seed by others. As an illustration, let me refer to the distribution of spring barley as winter barley in some sections of Kansas in the fall of 1935. During that fall there was an unprecedented demand for winter barley seed and an insufficient available supply.

Enterprising, irresponsible truckers became seed merchants by going into the spring barley producing areas and purchasing good, bright, plump, spring barley seed. During the time required to transport this seed to the areas where winter barley seed was in demand this barley became winter barley. As such it was purchased and sown by the farmer. Since spring barley does not have the winterhardiness of true winter barley, the plants died during the first real cold spell while true winter barley survived. The farmer lost because he produced no crop and the grain dealer lost because he did not have an opportunity to market a grain crop the following summer.

In the spring of 1935 seed oats were plentiful in sections of the state where bindweed is to be found in the majority of the fields and scarce in many other areas. The enterprising trucker again soon learned of the possibility of making money by trucking this bindweed-contaminated oats about the state. He often winked at the farmer and said, "I'm not selling seed oats, but feed oats. Of course, if you plant it, I cannot help that." The result was that oats seed containing enough bindweed to make a full stand was planted on many fields which up to that time did not have a bindweed plant in them. Some farmers discovered the bindweed in time to disk up the oats and bindweed, but others started a weed fight which will last for years.

We are all glad to say that such seed transactions as just described are comparatively few in number. Reputable grain dealers are sincerely interested in supplying the farmer with seed which will produce a good crop. Some of the qualities which should be considered in the purchase of crop seed are: adaptation of the crop, adaptation of the variety, adaptation of the seed source, the quality of seed, and freedom from harmful mixture.

If the grain dealer is wise and is interested in the crop that he will have to market, he will be sure of his information when he recommends a new crop for his community. He must take all limiting factors into account.

Consider value of adapted varieties. Kanota has outyielded Red Texas oats 9.3 bus. per acre when grown on 248 farms over a period of 14 years. Turkey and Kanred wheat varieties are recommended instead of Blackhull and Tenmarq in western and north central Kansas due to the greater winterhardiness of Turkey and Kanred.

Tenmarq, a new variety of hard red winter wheat which makes an excellent quality bread, has yielded 1.7 bus. per acre more than Turkey and 1.9 bus. more than Blackhull in 157 farm tests over an eight-year period in south central Kansas. Clarkan, a new variety of soft winter wheat similar in appearance to Harvest Queen has yielded 5.1 bus. per acre more than Harvest Queen in 20 farm tests over a six-year period in eastern Kansas.

Sorghum varieties vary so greatly in plant characteristics that caution should be used in transferring them from one section to another. In 1935 a large amount of Hegari seed was shipped to Kansas from Arizona. Atlas planted in farm tests in 1935 yielded 13 bus. of grain and three tons of silage per acre more than Hegari. Hegari is undoubtedly an excellent crop for some sections of the South, especially under irrigation, but it is not adapted to drouthy conditions generally found in the sorghum area of Kansas.

We always advise against planting dwarf yellow milo or Wheatland seed in the chinch bug area. The necessity of this caution is well illustrated by the results secured at the United States Department of Agriculture Field Station, Lawton, Okla., over a four-year period. In these tests 100 per cent of the dwarf yellow milo and 86 per cent of the Wheatland plants were killed by chinch bugs, but only 13 per cent of Atlas sorgo and 23 per cent of blackhull kafir plants were killed in the same tests. Disease resistance is also important with certain varieties and under certain conditions. Finney, a new selection of dwarf yellow milo, is being increased for distribution next year. Finney is resistant to a disease organism present in the soil of southwestern Kansas, western Oklahoma, Texas and in California. This disease was first located on the experiment station at Garden City, Kansas. In the early stages of the disease the plants have a wilted appearance although they may be growing in soil having an abundance of available moisture. Growth may be stopped when the plants are a few inches tall; or if they continue to grow, very little, if any, grain is produced. The failure of many fields of milo, or milo

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FAIRMONT, MINN.  
ALBERT LEA, MINN.  
BILLINGS, MONT.

# The GRAIN DEALERS JOURNAL

derivatives such as Wheatland, Beaver or Sooner, to produce a crop has been attributed to drouth when the real cause was the so-called "milo disease."

**Hybrid corn** has been praised in the corn belt states until many growers feel that any corn bearing the name "hybrid" will produce a crop under any conditions. The real facts are that different hybrids are fully as susceptible to variation in climatic conditions as are open-pollinated varieties. Most of the important corn hybrids from Iowa and Illinois have been tested on the Kansas Agricultural Experiment Station and in Kansas farm tests.

No hybrid has been located which will make a higher yield than the best open-pollinated variety in Kansas over a period of years. Dr. A. M. Brunson is now working with several hybrids which have been made from pure lines isolated from Kansas-adapted varieties. Several of these appear promising but seed will not be available for some time. You can well afford to tell your customers that they will undoubtedly produce greater corn yields at less cost by using good seed of adapted, open-pollinated varieties than by paying a high price for available seed of unadapted hybrids.

The importance of selecting the corn variety best adapted to the conditions under which the crop is to be grown is well illustrated by experimental work in which two varieties of corn, Commercial White and Freed White, were compared on good and poor soil. Commercial White requires 125 days to mature and Freed White 105. The size of plant for each variety is in proportion to the length of season. On good soil, Commercial White yielded seven bushels per acre more than Freed White, but on poor soil Freed White made the highest yield by six bushels per acre.

In the production of a good crop it is necessary for the seed supply to meet the requirements of the climate, insect resistance, and disease resistance. Factors such as date of maturity, drouth resistance, winterhardiness, insect and disease injury must be considered when the most profitable crop or variety for the community is determined.

**Secure seed grown as near the location of planting** as possible. When seed must be secured from a distance, that grown under less favorable conditions is preferable to that grown under conditions more favorable

than those found where the seed is to be planted. Seed grown on soil of lower fertility, under conditions of lower rainfall or with a shorter growing season is more likely to satisfactorily adjust itself than that grown under the reverse conditions.

The movement of seed of such crops as wheat, oats, barley and flax will probably not greatly affect the yield. It is important, however, that the variety be adapted to conditions under which it is to be grown. Some other crops such as corn are more susceptible to change in environment. Kansas-grown seed of seven varieties of corn was compared with seed of the same varieties introduced from seven other states over a seven-year period. In forty comparisons the Kansas-grown seed averaged 6.5 bus. more than that from other states. Similar results were obtained in the variety tests of corn, conducted in co-operation with farmers throughout eastern Kansas, in which acclimated or home-grown seed of three varieties of corn were compared with seed of the same varieties introduced from other parts of the state. In a majority of the tests, the home-grown corn and introduced seed were originally from the same source, but the home-grown seed had been locally grown for several years. In 65 tests conducted over a six-year period, the home-grown seed made an average yield of 34.25 bus. per acre compared to 30 bus. for introduced seed. Remember, both lots of seed were grown in Kansas.

In another test very early varieties of corn developed under semi-arid conditions in western Kansas and adjoining states proved to be much superior to equally early varieties from Iowa and northern states when grown in Eastern Kansas. Freed White from Kansas and Cornplanter from Iowa, two varieties similar in season requirements, were compared over a five-year period. The Kansas-grown Freed White yielded 15.3 bus. per acre more than the Cornplanter variety the first year, 8.0 bus. more the second, 11.6 the third, 7.7 the fourth and 9.3 the fifth. Certainly it pays to secure seed corn near home even if the ears are nubbins and the kernels are small.

**Smut Control.**—The new ethyl mercury phosphate, New Improved Ceresan, has proved to be very effective in the control of oat smut, covered smut of barley and sorghum smut. Any crop having a high percentage of smut should not be used for seed.

Factors which should be taken into consideration in determining the quality of seed are plumpness, maturity, freedom from disease and insect injury. A full crop cannot be harvested if any of these are overlooked in the seed planted.

If the grain business of any community is to continue prosperous throughout the years, it must be based on profitable farming. Any factor such as weed contamination which causes increased cost of production or reduces yield, lowers the profit from the farm and reflects in the prosperity of the entire community. One of the greatest unnecessary costs of crop production is that caused by distribution of noxious weeds. The most disastrous weed in Kansas is field bindweed. A recent survey shows that bindweed occurs in every county in Kansas and in some counties 50 per cent of the farms now have bindweed on them.

## Regulation of Seed Importations

In 1912 an act known as "The Seed Importation Act," to prohibit the admission into the United States of certain adulterated grain and seeds unfit for seeding purposes, was approved. In 1916 the act was amended by adding several kinds of agricultural seeds to the list and by prohibiting the entry of seeds containing less than a specified percentage of live, pure seed.

In 1926 the act was again amended. Imported seeds of alfalfa and red clover were required to be colored, and the shipment in interstate commerce of any kind of seed which is misbranded was prohibited. This act is now known and referred to as "The Federal Seed Act."

The following colors and proportional colorings of imported alfalfa and red-clover seed are set forth in the act, in the joint regulations under the act, and in notices by the Secretary of Agriculture:

Alfalfa and red-clover seed grown in Canada, 1 per cent violet.

Alfalfa seed grown in Africa, 10 per cent red.

Alfalfa seed grown in (Turkistan) Turkestan, 10 per cent purple-red.

Alfalfa seed grown in South America, 10 per cent orange-red.

Red-clover seed grown in Italy, 10 per cent red.

Alfalfa and red-clover seed imported but of unknown origin, 10 per cent red.

Alfalfa and red-clover seed imported and of known origin but not specifically provided for above, 1 per cent green.

Mixing of the seeds of domestic and foreign strains for interstate trade is prohibited, according to a recent ruling of the U. S. Department of Agriculture, which declares:

"Interstate sale of mixed domestic and imported alfalfa and red clover seed violates the Federal Seed Act. It is a violation even though the blending is clearly stated on the seed container."

Importations of alfalfa and red-clover seed since 1927 have no doubt been influenced considerably by these coloring regulations and by the tariff imposed. The importing of those regional strains, particularly those that have been declared unadapted, has dropped off noticeably. No alfalfa seed has come in from South Africa, Chile, or Uruguay, and very little from Argentina and Turkestan, and no red clover seed has been received from Italy, since the seeds from these sources were put on the unadapted list.

The tariff on small-seeded legumes imported into the United States under act of 1930, is 8 cents per pound on alfalfa, red clover, and alsike clover; 6 cents per pound on white clover; 4 cents on sweet clover, and 2 cents on lespedeza.—Bull. 431, Ill. Agri. Exp. Sta.

**A. E. Staley Mfg. Co.** net income for 12 mos. prior to Apr. 1 was \$1,378,420, against \$766,511 the preceding 12 mos.

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# Feedstuffs

**Cincinnati, O.**—April receipts of grain sorghums were 1,400 bus., feed 1,560 tons, hay 1,551 tons, compared with grain sorghums 1,400 bus., feed 1,230 tons, hay 748 tons, in April, 1936.

**Washington, D. C.**—Distillers' dried grains output during April of about 21,630 tons was considerably smaller than March output of 23,680 tons. Production for the ten months, July through April, totaled 210,760 tons. Stocks at plants May 1 amounted to 1,230 tons.—U.S.D.A.

**Duluth, Minn.**—Demand for feed continues strong and the market action toward higher prices has a tendency to make buyers cautious. The trade has been stimulated by the cold and wet weather and a tightness in the supply situation.—F. G. C.

**St. Louis, Mo.**—April receipts of kafir were 20,600 bus. and of hay 1,548 tons, compared with kafir 10,100 bus. and hay 479 tons in April, 1936. April shipments of kafir were 4,200 bus. and of hay 444 tons, compared with kafir 1,200 bus. and hay 401 tons in April, 1936.

**Des Moines, Ia.**—The Iowa Feed Dealers Finance Corp. made its first loan on May 10, amounting to \$60 on 50 head of 500 lb. calves. Two meetings were held by officials of the corporation on May 8 to acquaint feed salesmen with the plan, so that they might encourage retailers to use it.

**Seattle, Wash.**—New members recently admitted to the Pacific Northwest Feed Ass'n are: O. K. Grocery and Feed, Seattle; Kalama Feed Store, Kalama; Midlakes Feed & Fuel Co., Midlakes; Lyle Branchflower Co., Seattle; Pickering's, Inc., Montesano; Henry Berger & Sons, Tacoma, and W. Wickland, Hillyard.

## Feed Prices

The following table shows the closing bid price each week for July futures of standard bran and gray shorts, spot cottonseed meal, soybean oil meal, and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis Spot		Kansas City	
	Bran	Midds.	Bran	Shorts
Mar. 13	33.00	34.50	19.75	26.25
Mar. 20	34.00	36.50	21.50	28.50
Mar. 27	35.50	37.00	22.50	28.15
Apr. 3	36.50	38.00	24.75	30.50
Apr. 10	37.50	38.50	23.25	28.75
Apr. 17	37.00	38.00	21.05	26.75
Apr. 24	36.00	37.00	21.10	27.00
May 1	35.50	34.00	22.75	28.50
May 8	34.00	36.00	24.50	30.40
May 15	32.00	36.00	22.50	29.65
May 22	31.50	38.00	22.50	28.75

	St. Louis		Chicago Soy-Beans	
	Bran	Shorts	Bran	Meal
Mar. 13	22.00	28.25	156 1/4	40.20
Mar. 20	23.75	30.00	155 1/4	39.70
Mar. 27	24.25	30.50	165	41.70
Apr. 3	26.75	32.00	165	43.20
Apr. 10	25.25	31.00	173	45.00
Apr. 17	23.25	28.50	177 1/2	47.20
Apr. 24	23.20	28.50	178	47.20
May 1	24.50	29.75	172 1/2	47.00
May 8	24.50	30.40	180	47.70
May 15	24.70	31.25	175	47.20
May 22	24.60	30.50	173 1/2	47.20

	Cottonseed Meal		Kansas City	
	Ft. Worth	Memphis	Alfalfa	Chicago Corn
Mar. 13	34.00	24.00	114 1/4	
Mar. 20	41.00	35.00	23.50	117
Mar. 27	41.00	36.50	23.50	127
Apr. 3	41.00	38.50	24.00	138
Apr. 10	42.00	39.00	24.00	141
Apr. 17	42.50	40.00	25.50	134
Apr. 24	45.00	39.50	25.50	133
May 1	45.00	40.50	25.50	138 1/2
May 8	45.00	38.90	25.50	136
May 15	45.00	40.00	25.00	135
May 22	45.00	39.25	25.00	137 1/4

**Forty-two feed manufacturers** have discontinued mixing into their feeds the amount of iodine required by the Iodine Educational Bureau, which consequently has canceled their permission to use the iodine seal of approval. Omitting added iodine effects a saving in the cost of the feed when the addition is unnecessary.

**Washington, D. C.**—Alfalfa meal production for commercial purposes of 17,820 tons during April was about a tenth smaller than for March and a third smaller than for February, but was materially larger than April production of recent years. Output for the eleven months ending April 30 totaled 294,690 tons against 203,400 tons for comparable period last season.—Buro of Agricultural Economics.

**Kansas City, Mo.**—Bids on a total of approximately 3,000 tons of millrun bran were requested of Southwestern mills by government agencies on May 17 to mark the opening of grasshopper bait buying, said J. R. Parker, in charge of the war on grasshoppers; 3,000 tons represents anticipated needs for three weeks, "unless weather unfavorable to young grasshoppers occurs." A broker acting for the government purchased over 1,000 tons of millrun for 20-day shipment the following day at prices ranging from \$37.25 down to \$35.50 per ton.

## Feed Merchandising Points

Speaking before the annual convention of the Kansas Grain, Feed & Seed Dealers Ass'n, at Wichita, May 12, E. G. Cherbonnier recommended several specific sales methods to be used in retailing feeds. Among the rules he offered were:

"Show your goods. One chain required each feed store manager to move two tons of feed out in front of the store every morning when it was not raining and back every evening so the public could see the goods. Display feed neatly to attract women buyers as well as men.

"Women buy most of the feed for dogs and chickens and often buy feed for the larger livestock. They are worth cultivating.

"Use the loading dock for display wares. Use wall space when possible. Have hand lettered signs. If the customer has to wait in your store a few minutes while you are making change or while waiting for a clerk or waiting for the grist to be ground, he will look around. Have your merchandise where he can see it. He will be almost certain to buy articles he had not thought of buying, if your display reminds him of his needs.

"Arrange the entrance so that it can be found readily. I have visited feed stores where customers had to hunt to find the way to get inside. The entrance should be evident and inviting.

"Use tact and courtesy. Such advice seems unnecessary, but in my travels over the country I have seen clerks rush to a customer and demand, 'Something?' in such a tone of voice as to frighten him out. Sometimes the customer does not know what he wants. Give him time to look around and study. Do not rush your customer.

"The owner of the business should train his clerks in courtesy and tact. Successful clerks will tell the others how to get results if you have store meetings occasionally to exchange ideas.

"Help the customer to solve his feed problems. With all the good publications available, every dealer should become an expert in mix-

ing feed for chickens and other animals. He should know just what each feed will do.

"The feed merchant should visit other successful merchants in his city or in other cities and learn how the other fellow wins success."

## Northwest Retail Feed Group Will Convene

Provisions of the fair trade practice act passed by the last session of the Minnesota legislature will be a prominent subject before the 5th annual convention of the Northwest Retail Feed Ass'n, at the Nicollet hotel, Minneapolis, Minn., June 2-3. Feed financing will be another prominent subject.

Methods of displaying and merchandising feeds will be covered for the benefit of those who are looking for new ideas that will boost sales.

The annual banquet will be informal, and give feed dealers opportunity to get better acquainted and exchange experiences to mutual advantage.

## New Mexico Feed Registrations Increase

R. W. Ludwick, deputy in charge of the New Mexico Feed & Fertilizer Control, in his 7th annual report, covering the fiscal year ending June 30, 1936, says:

"A total of 3848 feeds had been registered in this state at the close of business June 30, 1936. A total of 519 registrations were completed during the year. After deducting the 381 registrations canceled, there was a net gain of 138 feed registrations for the year.

"Corn leads the list of New Mexico chop feeds. New Mexico corn, when properly cleaned and graded, is of excellent quality. The corn produced in New Mexico is usually low in moisture content; consequently it is much less likely to spoil by heating, becoming mouldy or rancid.

"Other states often carry registrations for kafir chop, milo chop, or hegari chop. Even though the products are so registered, such chops are often mixtures of several of the grain sorghums. We have found it satisfactory to register the chops made from the true grain sorghums as grain sorghum chop, grain sorghum head chop, and grain sorghum head, stalk and stem chop. This classification of course, does not include the chops from the sweet or saccharine sorghums."

## Central Feed Ass'n Will Convene

The Central Retail Feed Ass'n will hold its 12th annual convention in the Schroeder hotel, Milwaukee, Wis., June 7 and 8. At least 600 feed dealers are expected to attend.

Six prominent speakers will cover government, credit, merchandising, scientific feeding, the trend of agriculture and other factors that interest feed dealers.

Ray B. Bowden, St. Louis, executive vice-president of the Grain & Feed Dealers National Ass'n, is first on the program, followed by Charles F. Collison, farm editor of the *Minneapolis Tribune*; Charles Van Horssen, Minneapolis feed company executive, in "Vitamins on Parade"; R. G. Leavitt, St. Louis, on "Store Layout and Design"; Geo. A. Schaaf, Des Moines, on the "Credit Problem"; Tom G. Dyer, Des Moines, on "Early Birds."

The annual banquet, a regular mardi-gras, will be conducted the evening of the first day, with members of the Milwaukee Grain & Stock Exchange as hosts. Dinner will be followed by a floor show and dancing. The Grain & Stock Exchange com'ite, consisting of Harry F. Franke, J. W. Jouno, E. F. Paetow, O. R. Sickert, LeRoy L. LaBudde, H. W. Kasserow, A. L. Flanagan and G. W. Kruse have arranged attractive entertainment for the visitors.

# Animal Nutrition and Your Job

[An Address by K. J. MALTAS of A. E. Staley & Co., Before Illinois Grain Dealers Ass'n]

I presume most of you are interested in animal nutrition primarily as to how it affects your business from a merchandising standpoint on either the soybean grain or soybean oilmeal.

To those of you who do not manufacture or merchandise feed of any sort, let me say that animal feed nutrition is nevertheless very vital to your business as a soybean grain merchant. A great demand for soybean oilmeal for livestock feeding due to its excellent feeding qualities will encourage greater soybean production in your locality. These beans have to be marketed thru your elevators and thus your volume will be directly affected by the demand for soybean oilmeal. Thus you who are strictly grain dealers have a real stake in the promotion of soybean oilmeal as a highly desirable livestock feed.

To those who do manufacture or merchandise livestock and poultry feeds, feed nutrition is a basic part of your job of feed merchandising. Feed merchandising has become a specialized scientific profession and the feeder and farmer are going to depend on you more and more for up-to-date scientific information on feeding because that is your business just as medicine is a doctor's business.

The primary purpose and essential basis of all animal nutrition is to accomplish a certain result or purpose economically. To paraphrase this, we might say, nutrition research seeks to find the shortest distance between two objects. These two objects are (1) the production of high quality products such as milk, eggs and meat and (2) low production costs.

In nutrition work we haven't found yet, and probably never will find out how to walk a perfectly straight line between these two objects. Nutrition research is really a compass that enables us to approach the best course between these two objects. Every new fact that we learn gives us a new bearing or basis for lowering production costs or on improving quality.

The first cardinal principle in animal nutrition is always to remember that an animal is a machine and that the raw material that you put into this animal machine is going very largely to determine what comes out of it. Another basic principle is that we grow this animal machine out of raw feed materials. The type of raw materials we put into this machine from birth on, will influence its production and cost of production as long as it operates.

I heard a story one time that I think will illustrate this point. A young city boy went to visit his uncle on the farm. He arrived about chore time and went with his uncle to the barn to do the evening chores. He watched his uncle milk a cow and then take the milk over and feed it to a couple of young calves. This was repeated several times while the city boy watched carefully with a puzzled expression. Finally his face lighted up and he said: "Uncle, I see how you do it now. You put this milk into them when they're little and get it out when they're big." In other words we get out of anything just what we put into it.

Soybean oilmeal as a feed ingredient is a protein concentrate. The question is often asked from a feeder or farmers or feed manufacturers' standpoint why buy any protein concentrate if you have plenty of grain. Let me illustrate the need. Suppose we decide to build a house. We buy plenty of lumber. We also get the necessary hammers, saws, levels, etc. We are all ready to build but have no nails. Consequently, we have nothing but piles of sawed lumber. Probably we could fasten the lumber together with wooden pegs but that would be very expensive and take lots of time. A small investment in nails will make it

possible to convert these piles of lumber economically into the finished product—the house.

The same is true with livestock and poultry. They require definite amounts of six materials, or nutrients, namely, protein, carbohydrates, fat, minerals, vitamins, and water in order to produce milk, eggs, or meat. Corn, oats, wheat and barley are all too low in protein to produce a finished product economically. These grains represent the lumber. A protein concentrate, such as soybean oilmeal, represents the nails that efficiently and economically fasten these grains together to produce milk, eggs, and meat. A few cents invested in a good protein concentrate means many dollars in results. Since we need to buy some protein concentrate to "nail" our grains together for economical production, we must of course make a selection.

There is a measure of value for everything, including protein concentrates. There are eight major values by which to judge a protein concentrate instead of just one or two. The ideal protein concentrate should:

1. Have a well balanced type of protein
2. Analyze high in crude protein
3. Be highly digestible
4. Be palatable
5. Have a good physical effect on the animal
6. Produce a good product—milk, eggs or meat
7. Feed well to all classes of livestock
8. Be economical

Taking this score card let us see how soybean oilmeal meets these requirements. Soybean oilmeal has an unusually well balanced type of protein. To elaborate just a trifle, protein is made up of component parts just as cherry pie is made up of cherries, sugar, lard, flour, etc. These individual parts are all called amino acids. Some are more essential than others. Some of these amino acids are absolutely necessary for maintenance and growth. We find that different feeds carry these essential "amino acids" in varying proportions. For instance, practically all grains are low in lysine, a growth amino acid. It is important, then, that we select a protein concentrate that has a proportion of these

amino acids that will balance our grain proteins most efficiently. Soybean oilmeal carries a high percentage of essential amino acids and balances our grain proteins most efficiently. Soybean oilmeal has a type of protein far superior to many and equalled by very few feeds.

Taking the rest of our score card, soybean oilmeal analyzes high in crude protein and is very digestible, running well up in the ninety per cents while most other protein concentrates

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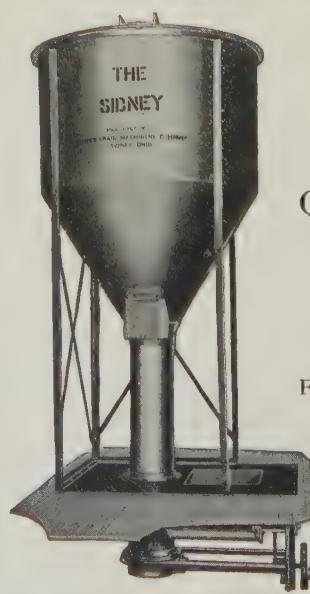
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run in the middle eighty percents. Well made soybean oilmeal is very palatable to all livestock, it has an excellent physical effect on all livestock and poultry as it contains no toxic products, it produces excellent products such as meat, milk, and eggs, it feeds well to all classes of livestock and poultry and lastly, it is always economical.

The one thing that I particularly want you to remember out of what I have said or may say, is that score card of eight points for judging the value of protein concentrates. Everyone, no matter what their prejudices, will grant that this score card is entirely fair and covers the primary requirements of any protein concentrate. Anyone who will take that score card and run thru the various protein concentrates, can't help being sold on soybean oilmeal. It meets every requirement with flying colors.

**Your job.** As you perhaps know, about two-thirds of the cost of producing every pound of meat, milk and eggs on every farm has to be charged to feed. In other words, feed is the major cost item in all animal and poultry products.

There are about 6,000,000 farms in America, or in other words, 6,000,000 separate factories all competing for the consumer's dollar. The consumer will not pay your farmers any more for a product than they will any other farmer, quality being equal. Six million farmers set his selling price bid he sets his own cost price. A farmer's profit is the difference between his cost and selling price. This profit is the farmer's salary. It is well to talk to your farmers in terms of salary that their livestock pays them, instead of profit. Profit is sometimes considered "Manna from Heaven," but salary carries the inference that his ability is in question and of course everyone in the world considers his ability of the first rank.

Ask your farmers if they would like their salaries raised. The answers will all be the same. Then in your position as a feed or grain dealer who carefully studies feed and nutrition problems, you can make recommendations as to the use of various feeds and feed combinations that will lower his cost of production. When you do that, you raise his salary and any fellow who goes around raising salaries generally becomes very popular. The nicest thing about this is that when you raise his salary he will raise your salary because you have made a customer of him.

Ask a farmer how many cows, or hens, or hogs, etc., he has stealing from him. He may stare at you, but I'd gamble every farmer in America has some. As an example, if a hen isn't laying more than 150 eggs a year she is stealing money from her owner every day in feed. He wouldn't do business with a man who steals from him, why should he do business with hens or cows or what not that steals? The first step in any good feeding program is to cull non or low producers.

Probably not ten per cent of the livestock and poultry in America today is being fed as well as we know how. In other words, you can probably raise the salaries of 90% of the farmers in your community by making proper feeding recommendations to them. Statues have been erected to people for far less than that.

**Livestock feeding** is a competitive business and is growing more competitive as time goes on. Feeders will depend on you or your competitor to serve them as their feeding counsel because that is your business. There are great possibilities for you in this work. Experiment stations and many mixed feed manufacturing firms and several soybean oilmeal manufacturers have departments to assist you in this responsibility—free of charge. Many traveling salesmen can also help you. You may have to sift a few chunks out occasionally but all in all every salesman has something of value to tell you if he is employed by a respectable firm.

You don't have to be a chemist or a biologist to do this. All this data are available in very readable form.

And I want to say this to those of you who do not handle feed of any kind. You could kill two birds with one stone by so doing. By encouraging better feeding you are going to recommend protein concentrates of some kind and if you do, you might as well sell it yourself.

As a grain buyer you are interested in grain volume. Every 100 pounds of soybean oilmeal you sell should release about seven bushels of corn more for market. If you sell soybean oilmeal it will make you money on both it and the extra corn you can buy and the farmer will make more money because he is feeding a balanced ration.

I have tried to point out to you that this animal nutrition information is available, that in your position in each locality you are best fitted to dispense this information, and that it will pay you tremendous dividends if you will.

## Washington Feed Regulations Revised

The Washington State Department of Agriculture has issued the following orders:

Order No. 171: Various fish oils when used as ingredients in poultry feeds shall be registered as required under Section 5 of Chapter 37, Laws of 1937, and the brand name or source of such oil shall be shown upon the registration form and the tag or container which accompanies such oil, and also upon the registration form and the tag or container which accompanies the mixed feed of which such oil is an ingredient.

Order No. 172: Due to the fact that Chapter 37, Laws of 1937, now incorporates into law many provisions which were formerly handled by regulation, the following regulations are hereby revoked: Regulation covering fish oils dated the 23rd day of April, 1934. Regulation covering the use of minerals in commercial mixed feeds. Governing the sale of ground mill screenings. Definition of fertilizer dated March 1, 1934. Regulation defining oat products dated April, 1937. No. 151 dated April 10, 1935. No. 152 dated April 22, 1935. No. 164 dated May 2, 1936. No. 167 dated July 8, 1936.

Order No. 173: Concentrated commercial feeding stuffs which are used exclusively in the feeding of rabbits, sheep or goats and which are plainly labeled as being for that purpose only may contain a fiber content not exceeding 20%.

Order No. 174: Every container in which is sold, offered or exposed for sale any meal made from entire grains of wheat, rye, barley, oats, corn or other cereal, shall be plainly so labeled as to identify the contents of such container, and so also as to identify the manufacturer, importer, distributor, agent or vendor thereof. Ground feed sold by original producer at retail exempted.

Order No. 195: Pea hulls, oat hulls, oat mill feed, alfalfa stem meal and grain screenings may not be included as ingredients in any concentrated commercial feeding stuff (except that wheat screenings may be included in wheat mill feeds not exceeding mill run), but may be sold singly or when mixed with molasses. This means that no more than one of the above-mentioned products plus molasses may be included in any mixture, nor may any ingredient whatsoever except molasses be included in any mixture with any of the above-named products.

Beet pulp, fruit by-products, brewers or distillers' spent grains, barley malt sprouts, cotton seed meal, linseed meal, coconut meal, soya bean tailings, hemp seed meal, and alfalfa leaves and blossoms may be sold singly, or when mixed with molasses, without limitation of fiber content; and they may also be included as ingredients of concentrated commercial feeding stuffs, but only within the fiber and other limitations prescribed by Chapter 37, Laws of 1937, applying to concentrated commercial feeding stuffs.

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# Poultry Feeds and Feeding

Purchases of baby chicks were heavy last year. Because of this many flocks now have more than the usual proportion of young layers, which are likely to be carried over in the laying flocks next fall. Fewer baby chicks are required this spring for replacement purposes.

**Des Moines, Ia.**—Feed men joined with hatcheries and poultry supply representatives in a meeting Apr. 30 with T. L. Curran, Iowa's sec'y of agriculture, to plan organization of the Iowa Poultry & Allied Industry Council. A meeting at Ames May 14 elected officers.

**London, Eng.**—Prof. William Rowan, biologist, reporting in domestic periodicals his experience with birds, certain mammals and other classes of wild life, says that noise, light and other irritants cause birds to lay more eggs. His latest observations were made on trapped finches, whose cages he jiggled daily for  $7\frac{1}{2}$  minutes. Sex organs of abnormally disturbed birds were larger and of greater ability than those of normal birds, he claims.

**Glidden Co.**, making soybean oil and oil-meal, and varnishes, earned \$1,683,254 for the six months prior to May 1, an increase of 94 per cent over the six months ending Apr. 30, 1936.

## Lower Priced Chick Rations

Substituting oats for a part of the corn will cut down the cost of a chick ration considerably, says H. L. Wilcke, of Iowa's State College Poultry Department.

Following is a formula for a starting and growing mash of about 18% protein which will give good results (all quantities are in pounds): Ground yellow corn, 29; ground whole oats, 35; ground wheat or flour middlings and bran, 10; soybean oilmeal, 5; meat and bone meal, 10; dried buttermilk or skim-milk, 5; alfalfa meal, 5; salt, 1; cod liver oil, 1.

If barley is available it may be substituted for corn in the above formula.

When this mash is used as a growing as well as a starting mash, the chicks should be fed cracked corn and wheat, beginning at about 6 to 8 weeks of age. The usual proportions are 2 parts of cracked corn to 1 part of wheat. Use of this scratch grain will reduce the protein percentage of the grain consumed.

## Poultry's Need of Vitamin D

By NORRIS and HEUSER of Cornell

Vitamin D, under those conditions of confinement where exposure to the shorter ultraviolet rays of sunlight cannot be obtained, becomes an essential nutritive factor and is necessary to prevent type of leg weakness in chicks, called *rickets* typified in the engraving herewith. This vitamin-deficiency disease is caused by failure of calcification, or proper bone formation. The developing bones do not harden, or they become soft, because in the absence of vitamin D it is impossible to absorb from the intestinal tract the bone-forming mineral elements, calcium and phosphorus, present in the food and to utilize them for bone formation. On account of this, calcium and phosphorus may be removed from the bones in order to carry on other life processes.

In rickets a true lameness develops. The birds walk in a stilted, stiff-legged manner at first but finally are unable to stand. Enlargement of the hock joints, beading of the rib ends, spinal curvature and crooked breast bones may often be found in rachitic chicks and hens.

The lack of vitamin D also causes failure in hatchability and egg production, and the few eggs have thin shells that are easily broken.

Vitamin D is perhaps the most important vitamin to be considered in feeding poultry, since it is not present in any of the common poultry feeds. No difficulty whatever will result from a lack of this vitamin as long as poultry receive sufficient exposure to direct sunshine. Under such conditions the short ultraviolet rays of the sun penetrate the exposed surface layers of the skin, causing synthesis of sufficient vitamin D to satisfy all needs for this vitamin.

The more common practice of providing poultry kept in confinement with sufficient vitamin D is by means of cod-liver oil or sardine oil. The oil used should contain at least 100 U. S. P. (1934) units (as defined in the Interim Revision Announcement (No. 2, May 1, 1934) of the United States Pharmacopoeia, Tenth Decennial Revision), of vitamin D per gram of oil or should have prevented the development of rickets in chicks throughout an 8-weeks test period, when fed at a level of 1/5 of 1 per cent, or less, of the test ration.

When oil of this potency is fed,  $\frac{1}{4}$  of 1 per cent of the total feed consumed (that is,  $\frac{1}{2}$

of 1 per cent of the mash when both grain and mash are fed) will prevent the development of rickets in chicks. For laying hens receiving exposure to as much sunlight as is possible in confinement  $\frac{1}{2}$  of 1 per cent (that is, 1 per cent of the mash when both grain and mash are fed) is sufficient. When little or no exposure to direct sunlight can be given to the layers, the amount of oil should be increased to  $\frac{3}{4}$  of 1 per cent of the total feed consumed (that is, 1.5 per cent of the mash when both grain and mash are fed).

When it is desired to get a consumption of  $\frac{1}{2}$  per cent of cod-liver oil, the usual method when feeding both grain and mash is to add 1 pint or 1 pound of oil to 100 pounds of the mash. Some poultrymen who feed grain in hoppers get the same results by adding this quantity of oil to 100 pounds of the grain mixture. It can also be fed in a moist mash at the rate of  $\frac{1}{8}$  pound daily per 100 hens.

**Chicago, Ill.**—J. B. Smith, pres. of the Millers National Federation and the Wheat Flour Institute, has resigned from these offices, effective June 1, immediately following the Federation's annual meeting. Under the Federation's by-laws O. D. Fisher, Seattle, Wash., chairman-elect of the organization, will succeed to both offices.

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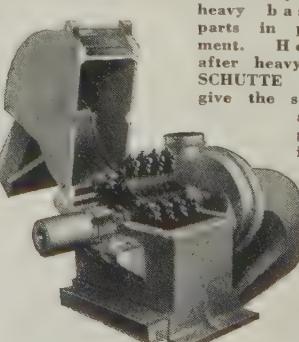
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Rickets—Note the Stiff-legged Position and Initial Swelling of Hock Joint.

# Feed Grinding

By G. BOHSTEDT, University of Wisconsin

The term "chopping" or "cutting" seems preferable to use in referring to roughages rather than "grinding" which implies a fineness like ordinary ground grain. To be sure, roughage is actually "ground" any time it is run thru a hammer mill equipped with an ordinary size screen or any time it is to run through a buhr mill. But extreme fineness in roughages is ordinarily required only in the case of alfalfa meal to be used in rations of pigs and poultry.

Chopping or cutting, on the other hand, ordinarily means lengths of cut ranging from about  $\frac{3}{8}$  inch to one inch, whether applied to hay, straw, corn fodder, or sorghum fodder. To be sure, in chopped or cut roughages there will always be some long material and, of course, inevitably powdered leafy material. Again, where roughage is run through a hammer mill one cannot well speak of length of cut so much as of chopped material varying in sizes, depending on the coarseness of screen used.

**Cost of Grinding**—The cost of chopping or grinding roughage has in various tests throughout the country ranged all the way from \$1 to \$2.50 or more per ton, depending on the kind of roughage, the equipment used or the quantity ground, and the fineness of grinding. A cost around \$2 a ton for chopping hay is usual with machinery in common use on farms in the middle west.

Just as in grinding roughage, there is a wide range in the cost of grinding grain. A frequent charge at elevators or custom grinders is 8 to 10 cents per 100 pounds or \$1.60 to \$2 per ton.

The power and machinery costs alone in grinding tests with barley at the Wisconsin Experiment Station\* have ranged from \$0.45 per ton for medium fine grinding (modulus\*\* 3.27) to \$1.62 per ton for fine grinding (modulus 1.99). The corresponding costs for corn were \$0.28 per ton for medium fine grinding (modulus 3.09) to \$1.06 per ton for fine grinding (modulus 1.65). Power costs were computed on the basis of 5 cents per horsepower hour.

The cost of grinding, merely considering the power and equipment used, is disproportionately high with fine grinding.

**Advantages of Grinding**—Grinding saves an animal the labor of chewing. The help of the supplementary artificial teeth in machines would seem to be especially useful with coarse roughages but the effect on the digestion may still be a question.

Grinding saves whole grain from passing thru the digestive tract of an animal and reappearing in the feces. When steers are fed heavily on shelled corn or ear corn, 10 per cent or more of the whole corn may pass thru the animals undigested.

Grinding kills many weed seeds that may be in grain and that would germinate without grinding. Medium fine grinding (modulus 3) kills most of the larger seeds like quack grass, corn cockle and wild oats. Finer grinding crushes these seeds quite thoroughly as well as many of the smaller

\*Conducted by the Department of Agricultural Engineering.

\*\*The modulus of fineness is a number representing the weighted average size of particles in ground feed as gauged by sieves. This modulus is determined by shaking ground feed thru a series of superimposed sieves of designated number of meshes per inch, and that become smaller and smaller toward the bottom (4, 8, 14, 28, 48, 100 mesh). After thorough shaking the amount of feed held up by each sieve is weighed and the modulus computed in accordance with a simple formula. A modulus of 2 or less would mean feed that has been ground fine; a modulus of 3, medium fine; and a modulus of 4, coarse or merely cracked, with some whole kernels present if the grain is small.

weed seeds like wild mustard and Canada thistle.

Grinding or chopping saves feed that would ordinarily go into refuse. The coarser stems of hay, cornstalks, and sorghum fodder are frequently left in the mangers or the feed racks.

Grinding or chopping saves waste of hay and fodder. Fattening lambs especially are likely to pull long hay out of racks and tramp it underfoot unless the racks are well designed. Fattening steers that are fed shock corn in the bundle in open bunks are apt to throw many cornstalks and incidentally many ears of corn on the ground. The ear corn, to be sure, is usually salvaged by pigs following the steers.

Grinding or chopping saves, however, labor in hay harvesting and storing, espe-

cially where hay may be chopped into a wagon right out of the windrow and blown into a barn mow or other special hay storage.

Grinding or chopping hay reduces the storage space to about half the amount necessary for long hay.

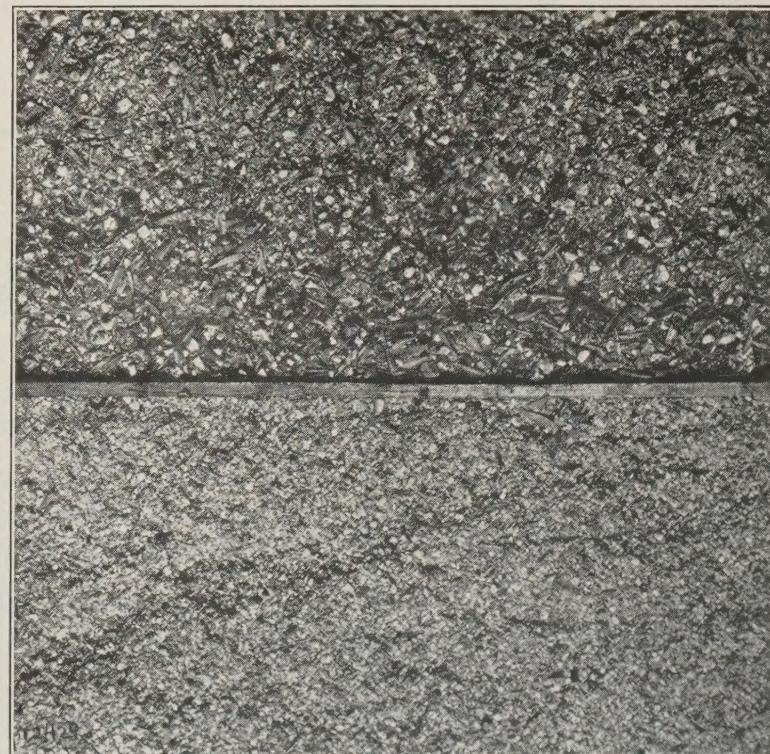
While it may seem as if the advantages are overwhelming, and that all roughages and possibly all grain should be ground, yet first and foremost the cost of machinery, power, and labor must be considered, and also the fact that ground feed is not best under all circumstances.

**Chopped or Ground Hay is Not More Digestible.**—Chopping of grinding does not greatly aid the digestion of roughages. At times ground alfalfa hay has been reported slightly less digestible than coarsely chopped or long hay.

**Mixed Ground Roughage and Grain is Not More Digestible**—Neither has there been an advantage from the standpoint of digestibility or increased nutritive value where mixed ground grain and roughage have been fed to animals.



Whole Grains in Droppings of Pigs Fed Whole Barley.



Above: Barley Ground Thru 3/16-in. Screen of Hammer Mill, Medium Fine (Modulus 3.27). Below: Barley Ground Thru 1/16-in. Screen, Fine (Modulus 1.99), Approximately Natural Size.

# The GRAIN DEALERS JOURNAL.

**Mixed Ground Roughage and Molasses Is Not More Digestible**—In recent years, especially where drought problems had to be met, a great deal of corn fodder or corn stover and hay has been chopped, and molasses mixed with it. Just as in the case of mixing ground grain and roughage, such a molasses mixture does not result in a higher digestibility of the roughage. Such mixing is warranted, perhaps, for making available and for making palatable all possible roughage, and where the molasses that is used with the roughage may sell at a lower price than corn, ton for ton.

**Chopping Hay Saves Refuse Feed But May Not Pay**—At the University of Wisconsin, chopping coarse stemmed soybean hay saved 20 per cent of the feeding value with dairy cows. Obviously, running such hay thru a hay cutter or ensilage cutter might pay where the hay costs \$20 or more per ton, but might not pay if hay costs only \$6 to \$8 per ton.

**The Chopping or Grinding of Corn Fodder** or grain sorghum fodder for cattle should be sufficiently fine to crack nearly every grain, whether grain sorghum or corn. If this were not done, and the corn fodder, for instance, were simply cut thru an ensilage cutter, it would be necessary to have pigs following the cattle in the feed lot or barn to salvage the undigested grain.

**Soybean Hay**, harvested after the beans are well formed in the pods, is at times ground thru feed mills which grind both beans and hay or straw. This process seems called for only where the hay is of reasonably good quality and where the pods are filled with fairly well ripened beans. Grinding coarse, blackened, stemmy soybean hay that has been damaged by rain in the curing process is of doubtful value.

**Grinding Grain for Livestock**—We recognize that dairy cows should have all grain ground for them, whether corn or small grain. Fattening steers should have all small grain ground but also corn if there are no hogs following. Pigs should have all small grain ground but it rarely pays to grind corn for them in the winter where new corn is being fed which has not yet dried down as hard as it frequently gets during the following summer. At such times it may pay to grind corn even for hogs, and also under various conditions, summer and winter, in order to self-feed mixed balanced rations or where certain ingredients are to be fed which may not be so palatable unless mixed with ground corn in the ration.

**Horses** seldom need grains ground for them if such grains are at all suitable. However, it may be a good practice, depending on prices to roll or coarsely grind the grain that is to be fed to horses. In some work at the Wisconsin Experiment Station, it was found that rolling or crushing the oats improved their feeding value about 6 per cent. If oats are worth a cent a pound, or one dollar per hundredweight, therefore, only a 6 cent return is realized from rolling 100 pounds of oats. On the other hand, at 2 cents a pound for oats as much as 12 cents per hundredweight is gained and, unless costs have also increased proportionately, may warrant processing oats in this fashion.

**Fattening lambs** almost never need any grinding for them because they have excellent grinders of their own. Whether oats, barley, corn or any other grain, the lambs make excellent use of such grains when fed whole or at most, cracked.

**Young stock** during the suckling stage, and some of them for a time thereafter, relish whole or cracked grain more than medium or finely ground grain. Animals at this stage chew their feed surprisingly well, and hardly any whole grain as such passes thru their digestive tract.

**How Fine to Grind Grain**—In the experimental work with corn and barley for pigs

and with barley for dairy cows at the Wisconsin Experiment Station, a medium fineness was found best, where the feed feels distinctly gritty rather than mealy or floury when rubbed between the thumb and forefinger. This does not take into account the noxious weed menace, where the finer grinding is a more effective but by no means complete weed control. Even mastication and digestion by animals cannot be depended upon to prevent the germination of all weed seeds.

In four dairy cow feeding trials two degrees of fineness of grinding barley were compared, a medium finely ground barley (modulus 3.27) and a finely ground barley (modulus 1.99). In every respect the results from the coarser grinding were equal to or superior to the finer grinding.

Thus the cows on the medium fine barley produced 27.8 pounds milk daily per head, and those on the fine barley, 27.5 pounds. On medium fine barley the average daily gain was .44 pound and on fine barley .12 pound. The feed required for every 100 pounds milk on the medium fine barley was 29.5 pounds barley, 3.3 pounds linseed meal, 16.8 pounds alfalfa hay, and 86.5 pounds corn silage; whereas on the fine barley it was 29.8 pounds barley, 3.3 pounds linseed meal, 17 pounds alfalfa hay, and 87.5 pounds corn silage. The cows fed the coarser barley, therefore, required a little less feed.

An additional advantage was the obvious one that the coarser grinding cost less.

In four pig feeding tests, two on pasture and two in dry lot, whole, coarsely ground, medium finely ground, and finely ground barley and corn were compared. It was plain that it paid to grind the barley, but not to a high degree of fineness considering the additional cost.

In the four pig feeding experiments where corn instead of barley was ground to different degrees of fineness, the lots fed the finest ground corn, comparable to the barley lots, give no better results. Corn differed from barley, in that it did not pay to grind corn at all in the winter. At that time of year corn harvested the previous fall had seemingly not dried out as thoroughly as during the subsequent summer. In cases like this, judging from these results, hard and flinty corn had better be ground.

The conclusion from all these tests was that in no case where corn or barley needed to be ground, did fine grinding pay.

**Soaking Whole Grain Not Satisfactory Substitute for Grinding**—At times when grinding is impossible or inconvenient, soaking is resorted to as a makeshift device, especially in pig feeding, but various feeding trials prove it is not a good practice except where hard, flinty grain, unless soaked, would cause the mouths of some animals to become sore.

In a Wisconsin pig feeding experiment, soaked whole barley proved worth only 60 cents a bushel compared with dry ground barley 89 cents a bushel.—Wisconsin Circular 286.

**Chicago, Ill.**—The American Corn Millers Federation will hold its annual meeting at the Morrison Hotel, May 24-25.

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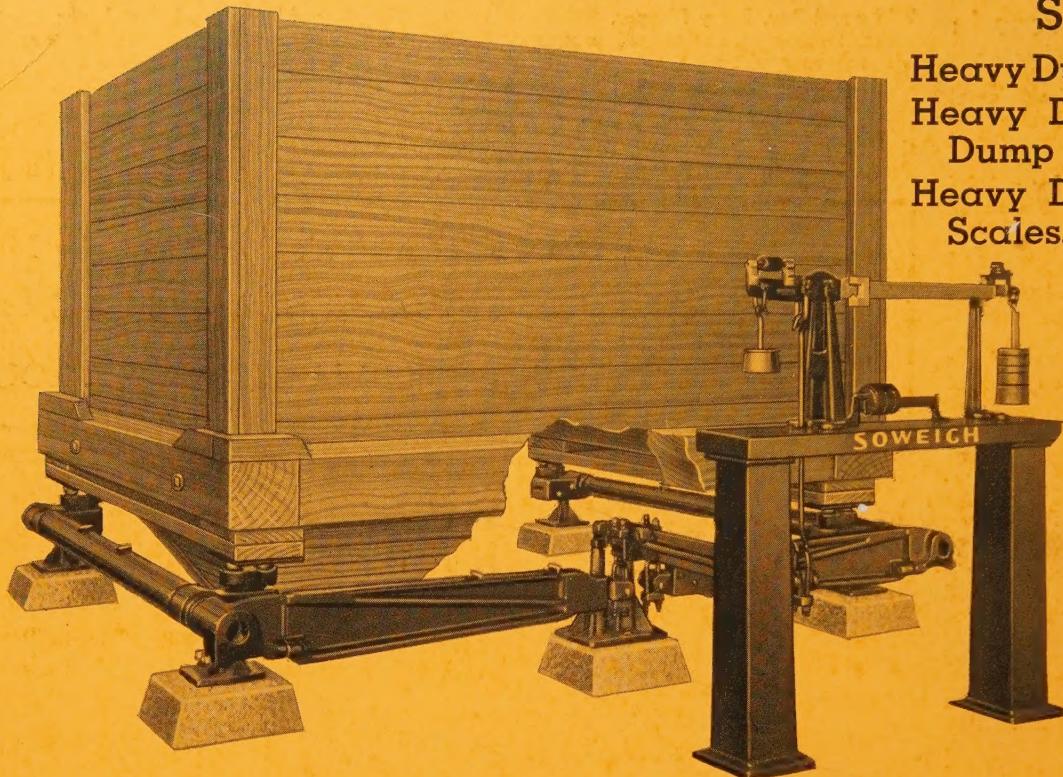
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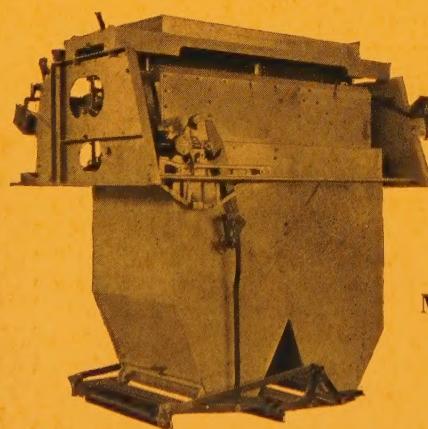
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